FEATURING EXHIBITS AT CANADIAN NATIONAL EXHIBITION

HARDWARE AND METAL

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PUBLICATION OFFICE: TORONTO, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE

MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

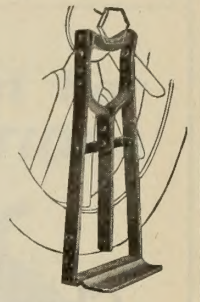
Enquiries solicited.

Canada Wire & Iron Goods Co.

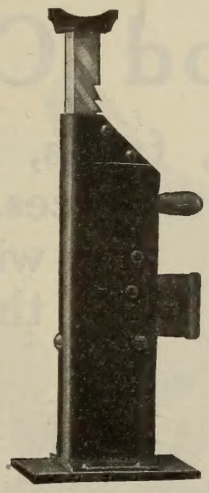
Hamilton, Ont.

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Hardware. Here are



Three Winners

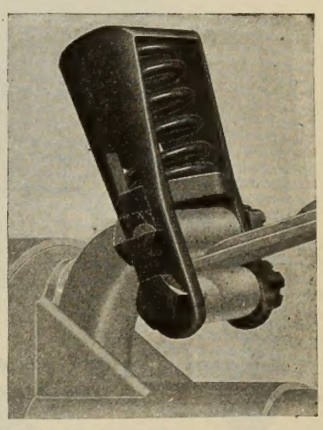


No. 501—TIRE SAVER and STORAGE JACK—Every car needs them. Retail (Ont.) $4.00 set.

No. 100—CRACKERJACK.—Simple, Strong. Sells for $1.60. Has no equal under $3.00.

No. 297—SHOCK ABSORBER.—Every Ford Car needs them. Retail $8.00 a set.

Write Us To-day



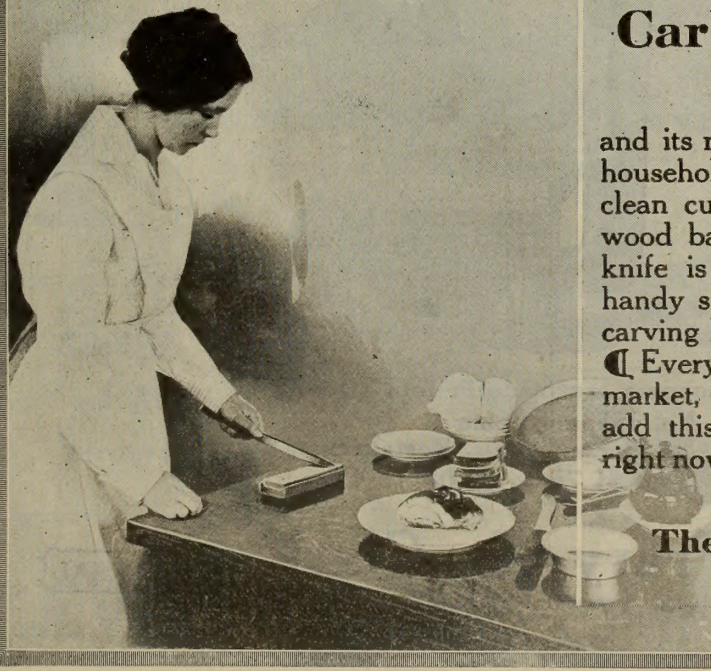
You can sell one or more of these three to every car owner in your town.

GET BUSY.

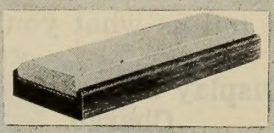
Richards-Wilcox

Canadian Company, Ltd. London, Ontario.

Let Us Introduce You to a New Carborundum Product



IT'S something you can place in practically every home in your community—its the



Carborundum Kitchen Knife Stone

and its mission is to make every knife in the household a sharp knife. The stone, fast, clean cutting, is mounted permanently on a wood base. Two or three strokes and the knife is keen—the stone is just the right handy size and right grit for all kitchen and carving knives.

¶ Every home needs it—the demand, the market, the profit are all there—suppose you add this stone to your Carborundum stock right now.

.....

The Carborundum Company

Niagara Falls, N. Y.

UNIVERSAL
Food Choppers

Chop all meats, fruits, nuts, vegetables, etc., into clean-cut, uniform pieces, fine or coarse, as desired, without tearing or crushing the food or wasting the juices.

ALL READY for the October Campaign.

The seven-piece window trim which we furnish free to all dealers is ready; send for it to-day and plan your window display.

Cash Prizes of $25,00, $15.00, $10.00

will be given for the best window displays in which these cards are used. There are no strings to this proposition and all windows will be given equal consideration.

Local Links in the Publicity Chain.

For your local advertising we will furnish, free of charge, ready-to-print newspaper ads., lantern slides, Booklets, Cook Books, etc. Just tell us what you need.

Display Stand Free of Charge.

With each first order of 1 Doz. Choppers we will send you a handsome display stand — a silent salesman who is always on the job, showing the goods in the most attractive way and making many sales that would ordinarily never be made.

UNIVERSAL Food Choppers are made in four sizes:

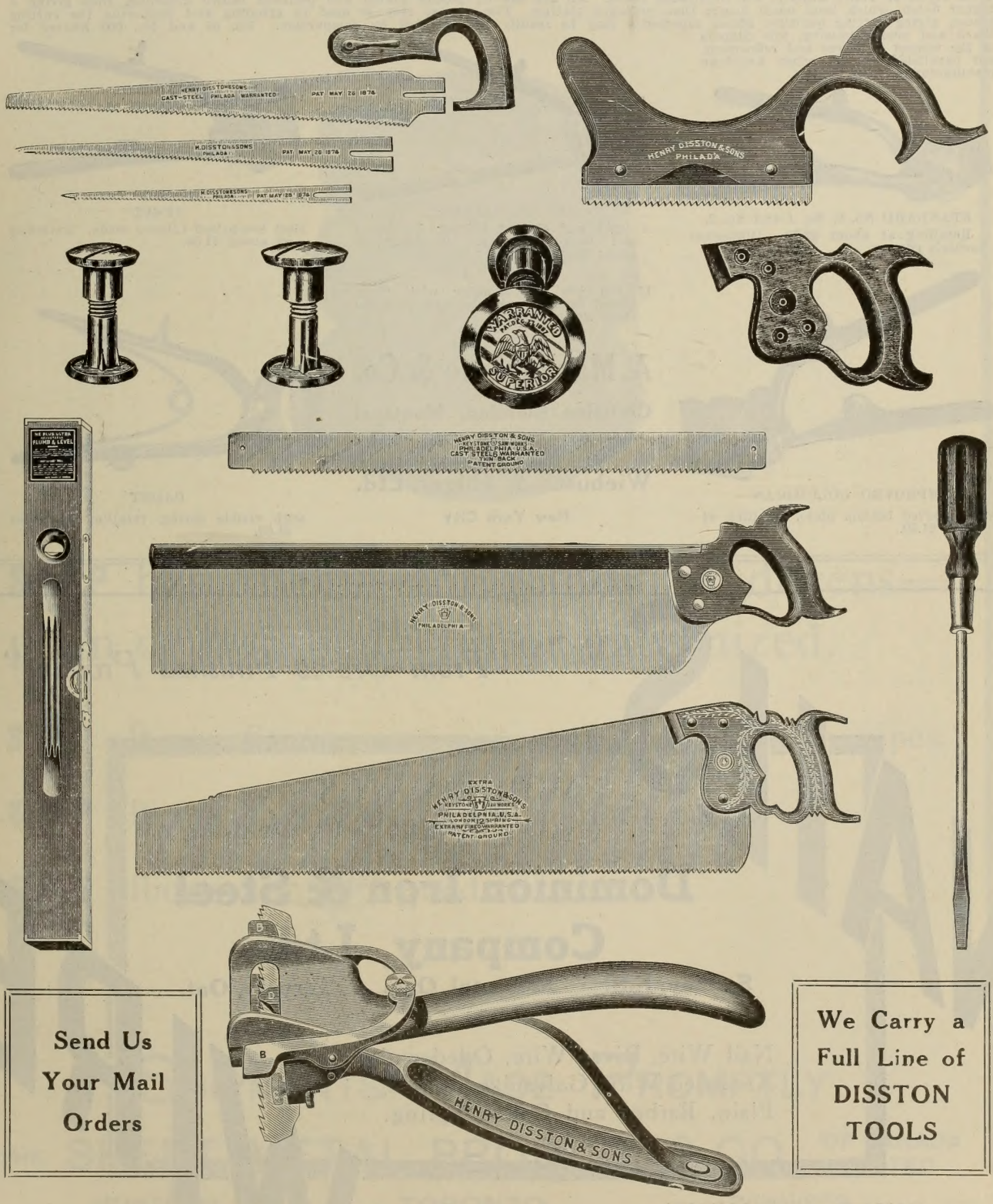
No. 0 Small Family Size **No. 1 Family Size**
No. 2 Large Family Size **No. 3 For Hotels, Restaurants, etc.**

Prices range from $1.75 to $3.00

UNIVERSAL **Landers, Frary & Clark** UNIVERSAL

NEW BRITAIN, CONN., U.S.A.

DISSTON TOOLS That Last For GENERATIONS



Send Us Your Mail Orders

We Carry a Full Line of DISSTON TOOLS

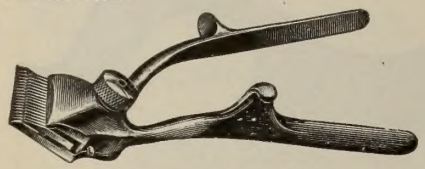
LEWIS BROS., LIMITED, MONTREAL

When writing advertisers please mention Hardware and Metal.

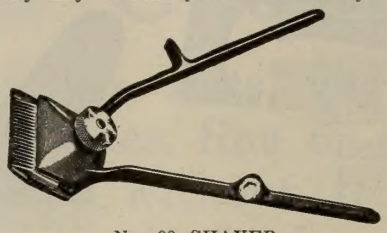
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

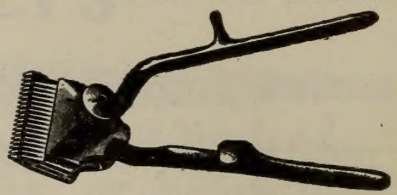
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



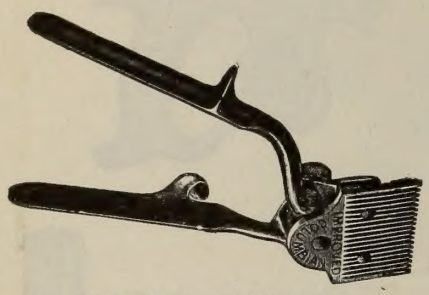
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



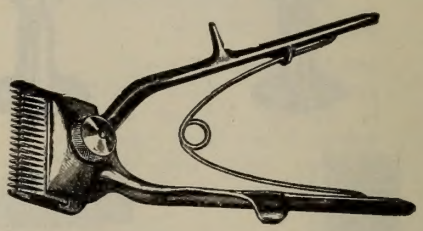
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

NAILS WIRE

"From Ore to Finished Product"

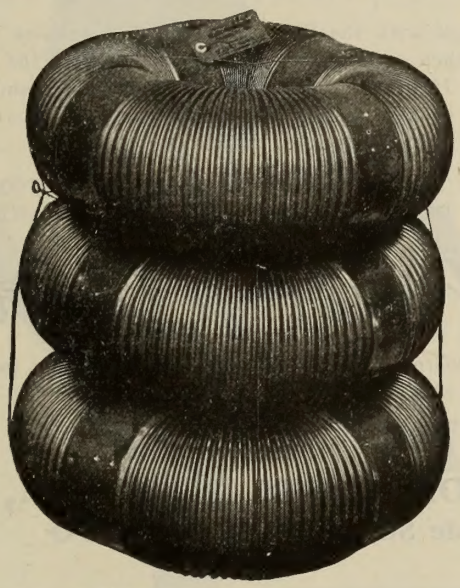
WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.
Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

DO YOU NEED ELBOWS?



S M P has them—thousands of dozens—plain or polished—tin or galvanized.

S M P elbows fit our own or any standard stove pipes.

S M P elbows have real rivets in both ends.

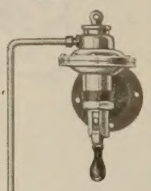
S M P elbows are SMP goods.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

The Distant Control



The "STACK"
Distant Control System
gives control of the water heater from any part of the house.

It is an attachment (supplied with the Stack Heater) that enables you to light the gas from your kitchen or bathroom or bedroom, even if the heater is located in the basement. If you are downstairs (at the heater) and want hot water for the laundry or any household purpose, turn on the control at that point, and the heater is instantly in operation.

IT FILLS A LONG-FELT WANT FOR A LOW-PRICED AUTOMATIC CONTROL AND FOR THIS REASON IT WILL BE IN BIG DEMAND.

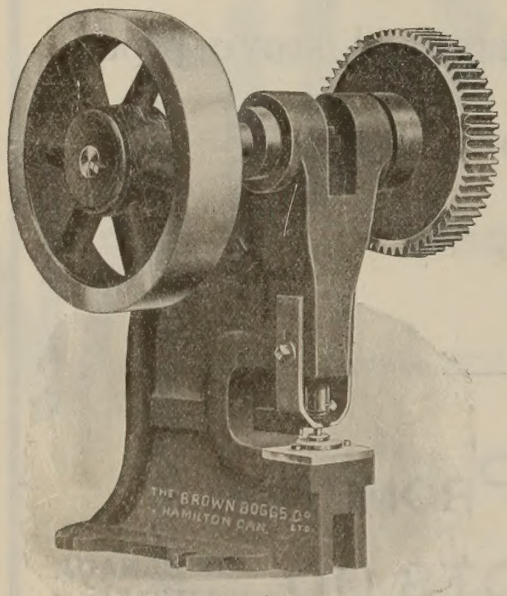
Stack Water Heaters

Are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

Drop a line for full details.

James Morrison Brass Mfg. Co., LIMITED
93-97 Adelaide Street West, TORONTO

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ½ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"
THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

SAMSON AXES

UNIFORM HIGHEST QUALITY

Crucible steel bit, carefully ground and tempered in correct pattern.

The soft steel head prevents breakage.

Each axe packed in a carton, insuring bright, clean stock.

Will give the best of satisfaction.

HOWLAND'S SAMSON QUALITY H.S HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

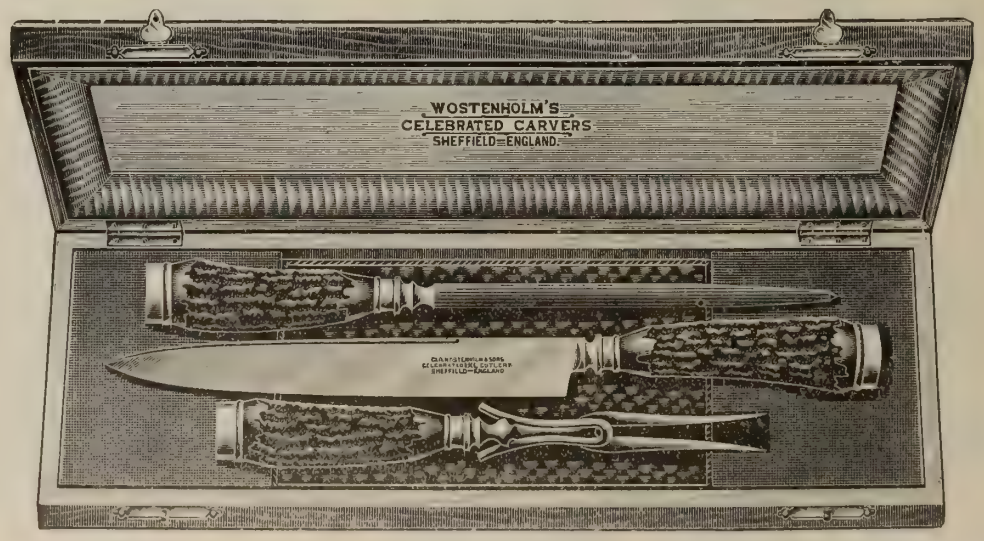
MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

CELEBRATED I·XL CARVERS

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Greatest Range of Selection



Finest Quality and Finish

Stocked by all leading Jobbers

A. MACFARLANE & CO., Montreal, Canadian Representatives

THE STEEL COMPANY OF CANADA LIMITED

THE STEEL COMPANY OF CANADA LIMITED

WIRE NAILS

HAY BALING WIRE

In coils or cut lengths

Single Loop Hay Bale Ties

PLAIN OR OILED

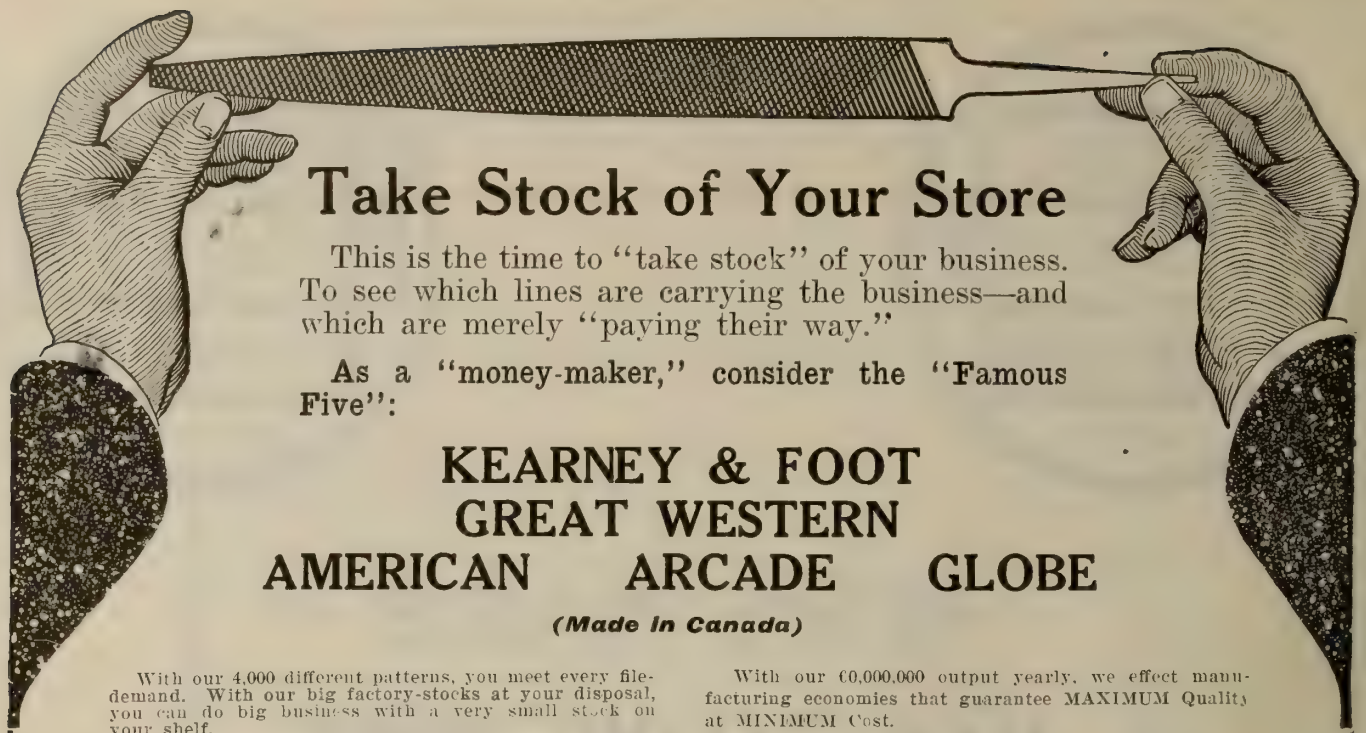
We are prepared to fill all rush orders of Standard sizes from our stock and can make up specials quickly.

**Wire,
Wrought Pipe,
Staples, Tacks, Shot,
Wood and Machine Screws, Rods,
Bolts and Nuts, Rivets and Burrs,
"Tiger" White Lead, "Invincible" Fencing,
Carriage Top Material, Channels, Angles,
Pole Line Hardware, Plow Beams,
Boot Calks, Bright Wire Goods,
Corrugated Fasteners,
Putty.**

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN, N. B.	HALIFAX

When writing advertisers please mention Hardware and Metal.



Take Stock of Your Store

This is the time to "take stock" of your business. To see which lines are carrying the business—and which are merely "paying their way."

As a "money-maker," consider the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN ARCADE GLOBE

(Made in Canada)

With our 4,000 different patterns, you meet every file-demand. With our big factory-stocks at your disposal, you can do big business with a very small stock on your shelf.

With our five great plants and the most modern machinery, we give you files of matchless efficiency and service. With our complete control of every step from steel to file—we insure absolutely uniform quality from year to year.

With our 60,000,000 output yearly, we effect manufacturing economies that guarantee MAXIMUM Quality at MINIMUM Cost.

And with 90 per cent. of the file-trade controlled by this line—with a continuous campaign of publicity constantly extending and broadening the field — the "Famous Five" merit your closest consideration—NOW more than ever before.

Write to-day for FREE copy of "File Filosophy"—and our Catalog.

NICHOLSON FILE CO. - - PORT HOPE

(Jobbers Everywhere)

THE VERY BEST BRUSHES YOU CAN SELL YOUR CUSTOMERS ARE "SIMMS' SET IN RUBBER" BRUSHES, for this process of holding bristles in the ferrule overcomes the most frequent difficulty experienced with brushes, viz: the shedding of bristles.

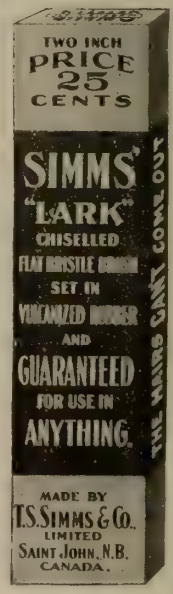
In SIMMS' SET IN RUBBER BRUSHES the bristles are securely embedded in Hard, Vulcanized Rubber that is not detrimentally affected when used in any of the following solvents: alcohol, water, turpentine, grease, oil, benzine, naphtha, kerosene, crude oil, banana oil, varnish, paint, enamel, lacquers, boiling water, glue, paste.

Imitations under various proprietary names are offered, but are worthless when used in many of the above solvents.

SIMMS' SET IN RUBBER BRUSHES are made by skilled workmen under expert supervision and the methods and equipment used are unequalled in any other brush factory in the world.

The growing demand for Brushes made in this way is a very evident sign of the appreciation of Brush users.

SIMMS' SET IN RUBBER BRUSHES are handled by leading Hardware Wholesalers throughout Canada. If your dealer cannot supply you, write us direct.



TRADE QUALITY SIMMS SET IN RUBBER MARK MARK

Made in Canada only by

T. S. SIMMS & COMPANY, Limited

ST. JOHN, N.B.

"Metallic" Building Materials

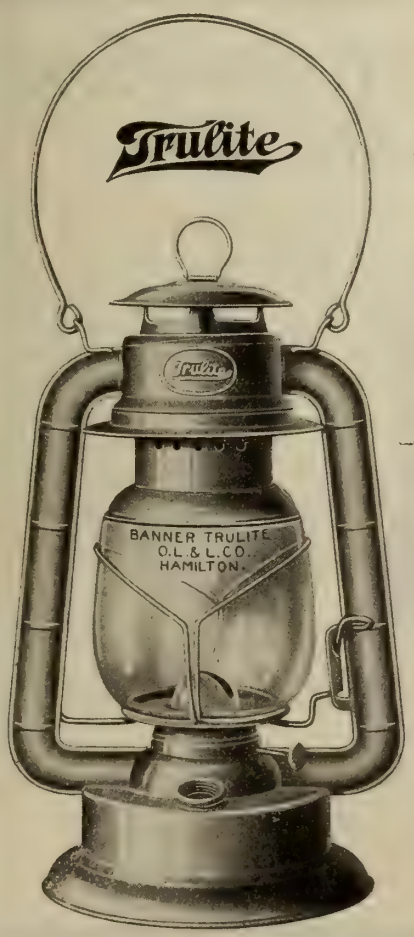
Get the name in your town

as the right man for Metallic Ceilings and Walls. It's a reputation that will be a continuous money-maker, as metal-construction is coming more and more into favor every day. There are good profits in "M. R. Co." goods, too. They fit right and lay quickly.

Write us for samples for your windows and advertising matter for your counters. Have our catalogue and price list handy. Let us hear from you to-day.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



Trulite

THE LANTERN OF EXCELLENCE

Known and Advertised from Coast to Coast.

MADE IN CANADA

By

Ontario Lantern and Lamp Co. LIMITED

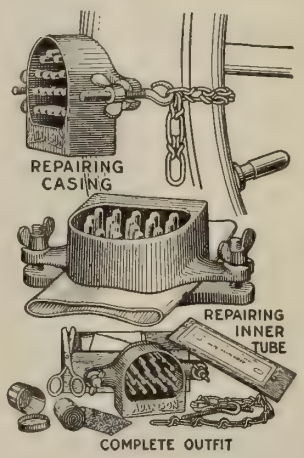
HAMILTON, CANADA

Montreal **Winnipeg**

—STOCKED BY ALL JOBBERS—

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

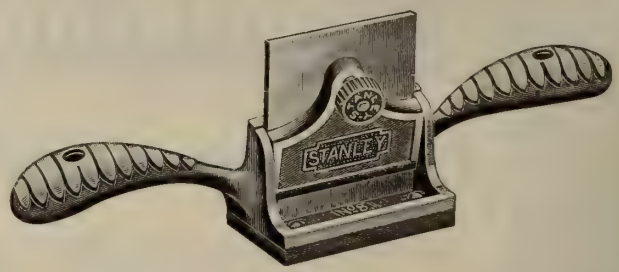


MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. ∴ HAMILTON, ONT.

Stanley Tools



Adjustable Scraper No. 81

This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.

No. 81—10 in. long, weight 2¼ lbs.

List Per Doz., $18.00. Packed one in a box.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

A Clean, Safe and Economical Gas Lamp

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farm-houses or places far removed from city gas supplies.

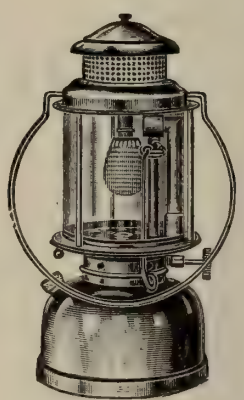
The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

We have a handsome proposition for wholesale and retail selling agents.

Write to-day for particulars.

Household Utilities Manufacturing Co.
Room 215, Dominion Savings Building
LONDON, CANADA

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works
470 S. Clinton Street, Chicago

Make Quality the Foundation of Your Stove Trade and Tie Up to a Line of Stoves and Ranges That Has Proved Its Worth and is Here to Stay.

EVERY dealer knows from experience that there is no other article he sells that will give him more trouble and loss of trade than a poor Range, while on the other hand the sale of a good Range makes satisfied and increased customers, and brings a lot of other business to his store.

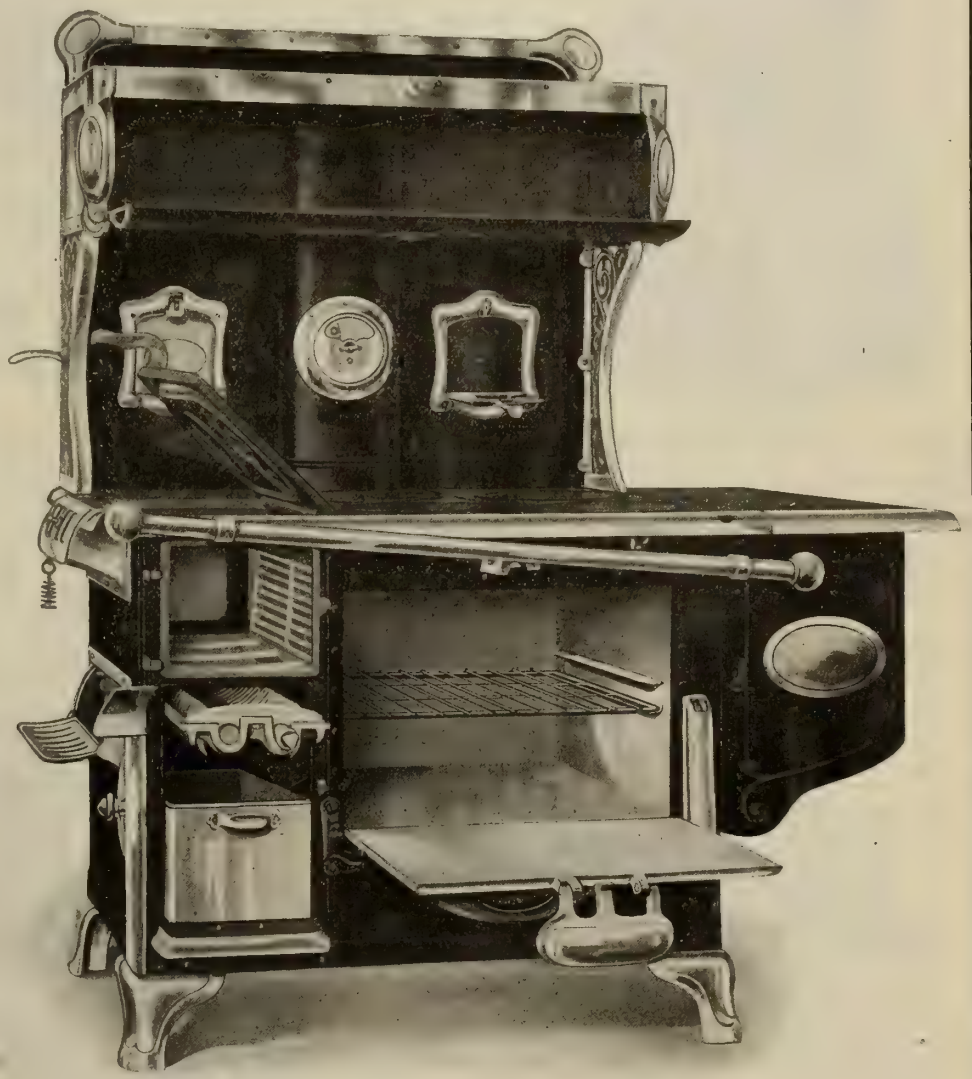
A Range should not be judged entirely from its external appearance. The dealer must rely largely upon the knowledge and responsibility of the maker to know that all internal parts are absolutely correct.

THE UNIVERSAL FAVORITE has built up, for DEALERS who handle them, a most satisfactory and profitable STOVE TRADE. The sale of a UNIVERSAL FAVORITE in a district means the sure sale of a number of others.

The Appearance, the Finish, the Workmanship, and the High-Grade Material in this Range put it in a class by itself. You have the courage of your convictions when selling it, it has so many strong points.

Every Dealer has customers who are willing to pay the price for a Range that will give absolute satisfaction and last for years. THE UNIVERSAL FAVORITE is specially built to meet the demands of this class of buyers, and the price is no higher than many other ranges offered in competition.

Put THE UNIVERSAL FAVORITE on your floor — it will prove the most profitable Range you ever handled.



Made in Two Sizes—19 and 21-Inch Ovens.

High Closets furnished in Standard or Tile Finish, as desired.

THE UNIVERSAL FAVORITE is made of Copper Bearing, Rust-Resisting Steel, and is built to last a lifetime. ORDER A SAMPLE OF THIS RANGE, EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS. IF IT IS NOT THE MOST SALEABLE RANGE YOU HAVE EVER HANDLED, RETURN IT AT OUR EXPENSE.

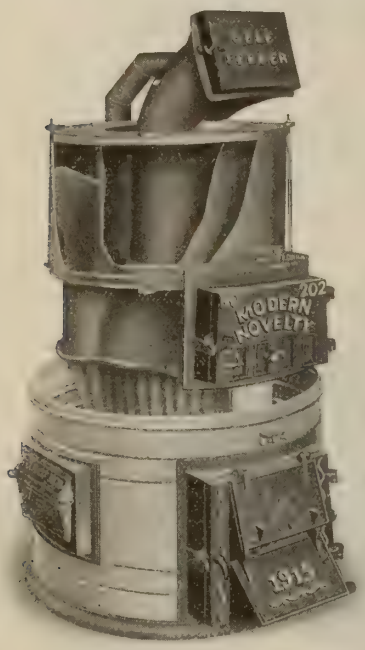
FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

SELF-FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co.

LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

The Pearl Summit 18-inch and 20-inch Cast Range

A "King" of Quick Sellers

The SYPHON FLUE

One of the new and very important features

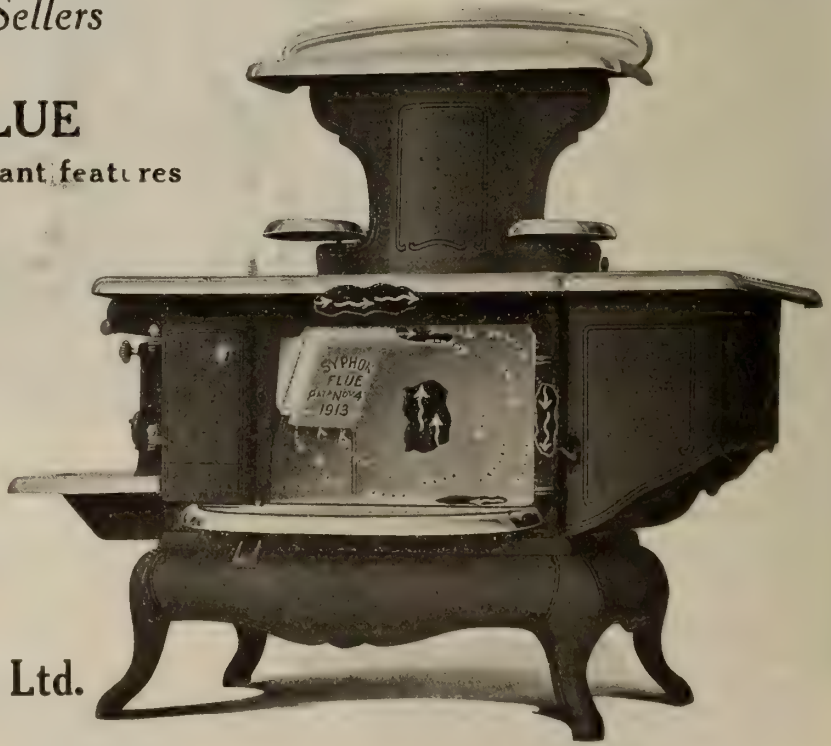
(Pat. in Canada and U.S.A.)

IT CREATES CIRCULATION IN OVEN AND MAKES HEAT UNIFORM IN ALL PARTS. IT GIVES OUR RANGES SPLENDID BAKING QUALITIES AND PLACES THEM IN THE HIGHEST ESTIMATION OF HOUSEWIVES WHO TAKE PRIDE IN THEIR BAKING.

The "Pearl Summit" has one-piece fire back with a five-year guarantee. It is a fuel-saver because there is no brick between fire-back and oven.

Write for full particulars.

We also make a 20-INCH STEEL RANGE with syphon flue and a **COMBINATION COAL AND GAS RANGE.**



D. J. Barker Foundry Co., Ltd.

PICTON, ONTARIO

The "STERLING" Rotary Ash Sifter

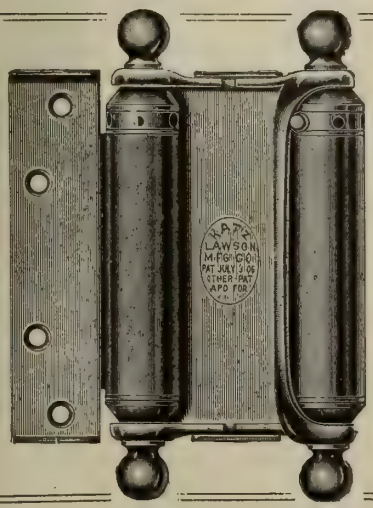
A most convenient and efficient ash sifter that can be sold at a price within reach of all. To operate turn the crank and the ashes fall through to the can and the coal and cinders are automatically ejected into the hod hanging on the end, without raising any dust.

This sifter is constructed of steel, galvanized after being made up, so that with ordinary care, will last indefinitely and there is absolutely nothing to get out of order.

Write for our prices on "Sterling" Ash Sifter, Ash Cans, Coal Hods, etc.

The Thos. Davidson Manufacturing Co., Limited

Toronto **MONTREAL** **Winnipeg**



TRADE MARK

"KATZ"

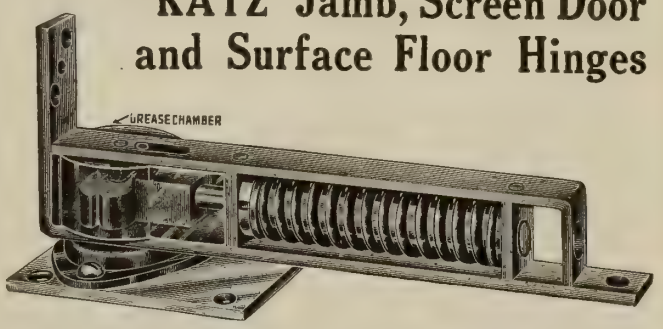
Reg. U. S. Patent Office.

Satisfy the most exacting requirements of the Architects and Builders—anywhere. Write for Catalogue.

LAWSON MFG. CO.
CHICAGO
215 W. Huron St.

WHO CAN BEAT THEM?

"KATZ" Jamb, Screen Door and Surface Floor Hinges



"I can sift ashes now."

CANADA
Dustless Ash Sifter
Cuts Coal Bills in two and lasts a lifetime.
Particulars on request

Canada Dustless Ash Sifter

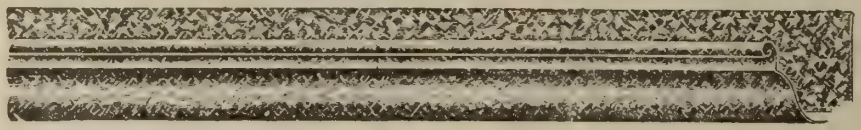
is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

¶ They want it because it minimizes labor, permits no waste, and is *positively dustless.*

¶ A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Leading hardware dealers everywhere sell them. Manufactured by

J. SAMUELS, 275 Queen St. W., Toronto, Ontario



Our eavetrough is still the best-looking and easiest-fitting trough on the market.

Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, etc., and CORRUGATED IRON.

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

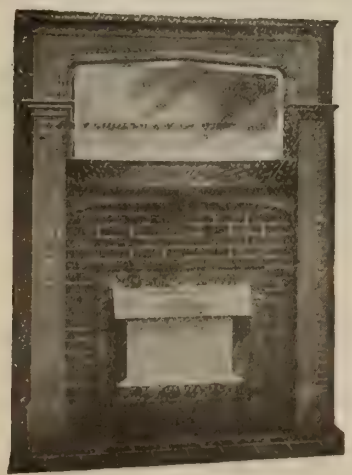
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

It stops the Big Fellows.

It's speed and penetration that do things. They get what they're after. This is true of all sporting cartridges of the Dominion family, each one of which may be relied upon *absolutely* under every shooting condition.

Recommend Dominion Big Game cartridges to your customers who are going into the woods for big and dangerous game. Explain to them the many superior features of Dominion Ammunition. Tell them that the materials are the best obtainable—that the manufacturing methods are exact in every detail—that a rigid system of inspection and testing follows every Dominion Shot Shell and Metallic through each manufacturing stage from shell drawing to crimping the bullet. And tell them that all this means accuracy, power and thorough dependability.

Tell them that Dominion is "the ammunition made wholly in Canada."

Dominion Ammunition

Dominion Cartridge Company, Limited

MONTREAL

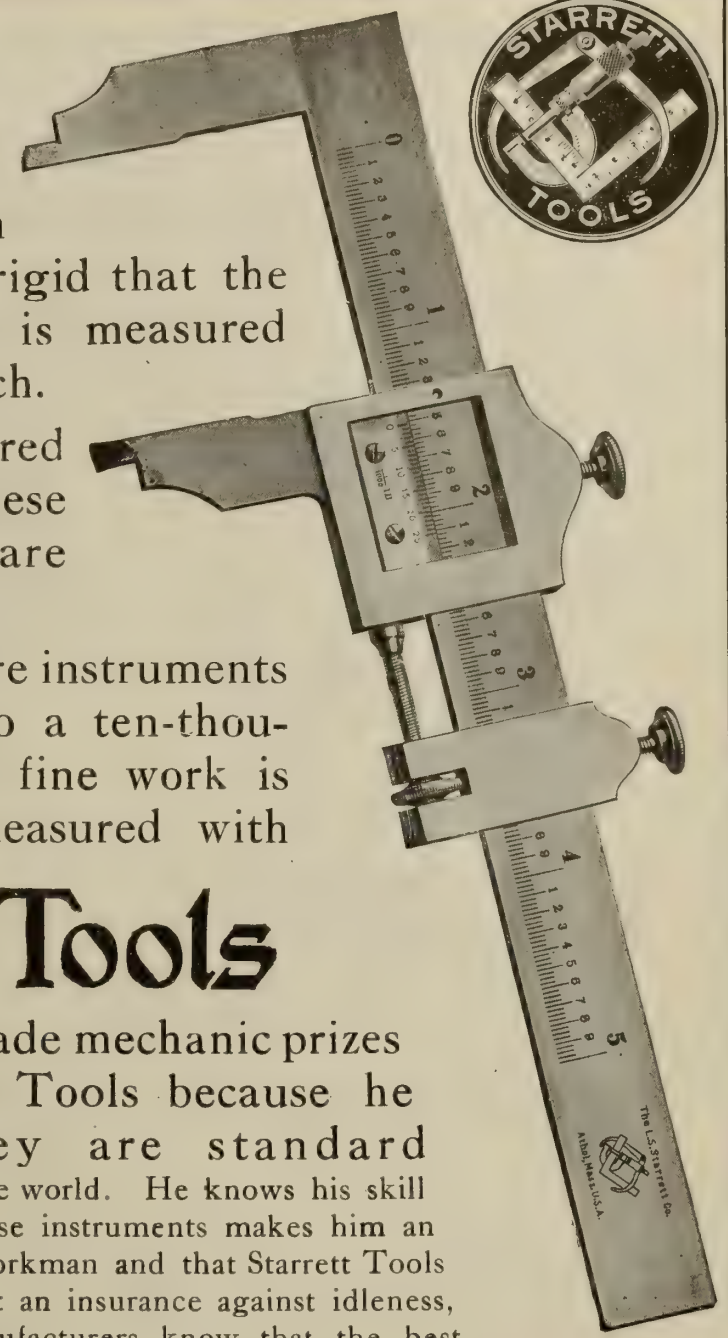
Accuracy

INSPECTION in modern factories has become so rigid that the accuracy of workmanship is measured to the thousandth of an inch.

Think of the accuracy required in the factory where these measuring instruments are made.

In the Starrett factory, where instruments are made that measure to a ten-thousandth of an inch, all the fine work is laid out—scribed and measured with

Starrett Tools



Every high-grade mechanic prizes his Starrett Tools because he knows they are standard throughout the world. He knows his skill aided by these instruments makes him an accurate workman and that Starrett Tools are almost an insurance against idleness, for manufacturers know that the best workmen use the best tools.

Starrett Tools include 2100 styles and sizes of fine instruments—steel rules, tapes, squares, levels, hack saws, calipers and dividers, micrometers, gages, speed indicators and many others.

Send for Free Catalog No. 20MA, prices, etc.

BY INVITATION MEMBER OF

THE L. S. STARRETT COMPANY

"The World's Greatest Tool Makers"

ATHOL, MASS.

New York **London** **Chicago**

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Oval

APPLE

Picking

BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

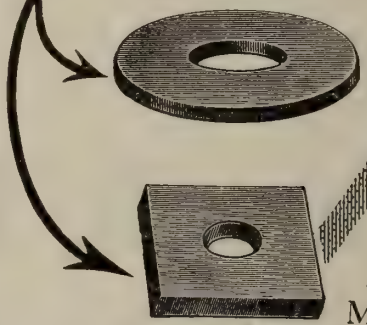
ORDER NOW.

Walter Woods & Co.

Hamilton - Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square

Plain or Galvanized

Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable, Steel Washers and Cast Iron Washers.

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

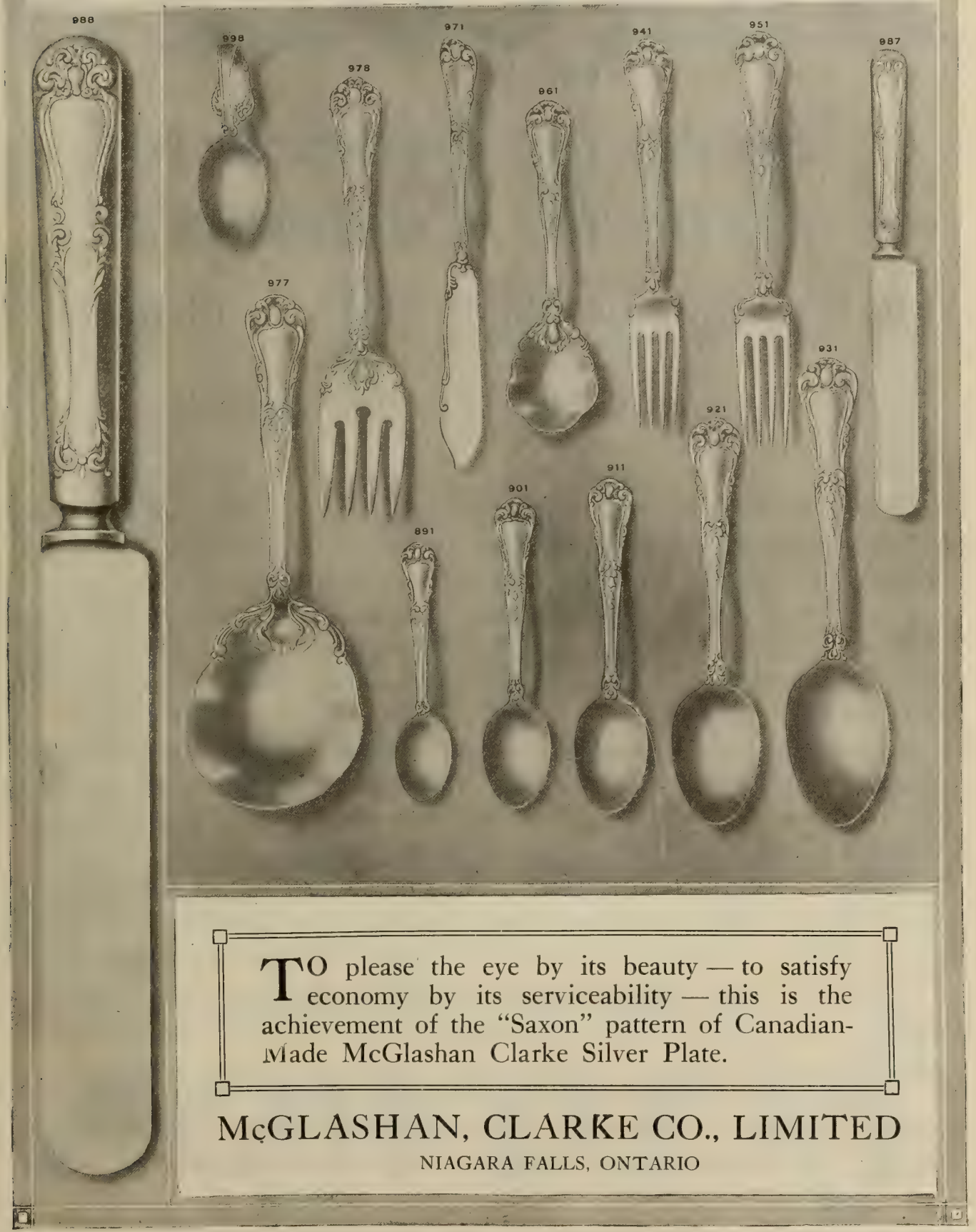
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

McGLASHAN, CLARKE CO., Limited, "SAXON" PATTERN



TO please the eye by its beauty — to satisfy economy by its serviceability — this is the achievement of the "Saxon" pattern of Canadian-Made McGlashan Clarke Silver Plate.

McGLASHAN, CLARKE CO., LIMITED

NIAGARA FALLS, ONTARIO

HERCULES

Hercules Service to Hercules Customers

ANY retail merchant who has enlisted the aid of Hercules Service in his selling work will tell you that it makes good. Perhaps personal experience has proven to you the truth of this.

There is reason for it. In the majority of cases the advertising material we give to a customer advertises his business *as a whole*, as well as Hercules Powders in particular.

As a basis upon which to build, we supply powders that you can safely back with your reputation—powders that turn one-time purchasers into all-time patrons. Such powders are *Infallible*, *E. C.*, and *L. & R. Orange Extra*.

Splendid evidence of the quality of Hercules products is found in the fact that the Grand Prize for Smokeless Shotgun Powder at the Panama-Pacific Exposition was awarded to the Hercules Powder Co.

These Hercules Powders have been widely and persistently advertised. They are known to almost every handler of a shotgun. They are used exclusively by many devotees of the sport. This year we are advertising in double the number of publications used last year. Their circulation is 5,353,200 copies.

In addition to this national publicity we have prepared a number of business-getting aids which you can employ with profit in your own locality. These are described on the opposite page.

Strong Sporting Goods Ads

These ads, furnished in a variety of sizes and styles, cover your entire line of sporting goods. They advertise *your* business—more than ours. In set up and illustration they are in decided contrast to ordinary ads of this sort. You will find it to your advantage to use them either in newspapers or circulars. They come in plate form, ready for use.

Striking Posters

We shall continue to supply our two famous posters which during the last year have been in such great demand. In addition to "The Trap Shooter" and "The Duck Hunter" we are now ready to send out our handsome 1915 poster—a girl and dog—both winners.

These posters with their beautiful, bold color effects, not only liven up the store but also link up in a practical way with our great national advertising campaign.

Eye-Catching Mechanical Display

This display never fails to keep people in front of the window. It represents a trapshooter taking aim and breaking a flying target. If you have electric current you will find this a most effective display. Owing to the demand for this feature and the limited number on hand, we can lend it to each merchant for a short time only.

Interesting Booklets

You should always have a supply of the two Hercules booklets on your counter. Many retailers also find them highly profitable in circularizing members of trapshooting clubs and other followers of the sport.

Trapshooting, profusely illustrated, treats of this delightful sport from the viewpoint of both beginner and veteran. It gives pointers to both.

Hercules Sporting Powders, should be read by every owner of a rifle, shotgun or revolver.

Neat Counter Displays

Counter displays are always handy and worth while when they are skill fully designed and not cumbersome. You'll have use for the Hercules displays.

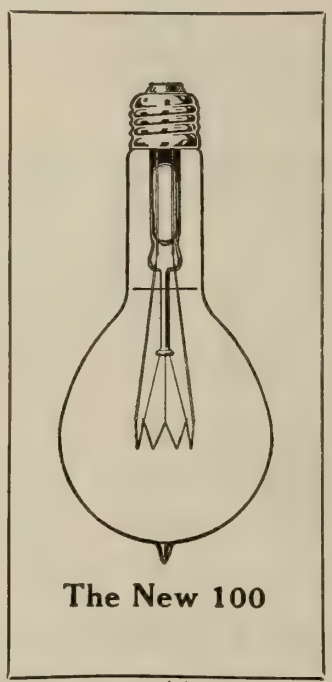
Dealers who sell Hercules Sporting Powders are entitled to the above advertising aids without cost. Let us know what you can use. If you want electros of advertisements, write for folder that shows the several styles.

HERCULES POWDER CO.

Wilmington, Del.

POWDERS

A New Store Lamp



The New 100

THE new 100-watt *Mazda C* Lamp is your present opportunity. It is essentially a store lighting lamp—for display windows and interiors. Its whiter light will bring out all the attractive points of the merchant's wares. The concentrated light source makes the re-direction and maximum utilization of light certain.

That's the lamp. The field is all around you; stores—display windows and interiors.

Your strongest, most convincing talking point is the lamp itself.

Light your own windows first. *Demonstrate the lamp itself to your prospect.* Sell one merchant lamps for his window to-day and you'll sell his neighbors to-morrow.

Sunbeam and C.G.E. Mazda

The Way to Better Light

CANADIAN GENERAL ELECTRIC CO., Limited

Manufacturers of Electrical Apparatus and Supplies for Railway, Light and Power Purposes.

HEAD OFFICE : Toronto. DISTRICT SALES OFFICES : Montreal, Halifax, Ottawa, Cobalt, Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert.

Sew-E-Z Motors
For Sewing Machine Work

Sew-E-Z will do all kinds of sewing. Without extra pressure it will put the needle through several plies of heaviest fabric. And all the attachments are more easily used because your attention is undivided.

This simple little wonder-worker changes any sewing machine (old or new) into an electric self-operating labor-saver.

Just place Sew-E-Z on your machine and drive one screw. Attach the plug to any electric light socket. Then place the little pedal on the floor. A slight pressure of your toe starts the wheel. You have a complete self-operating sewing machine.

Don't work your foot. Just press a bit harder to go faster. No effort is required- no exertion whatever. So simple a child can operate it.

PRICE COMPLETE $18.00

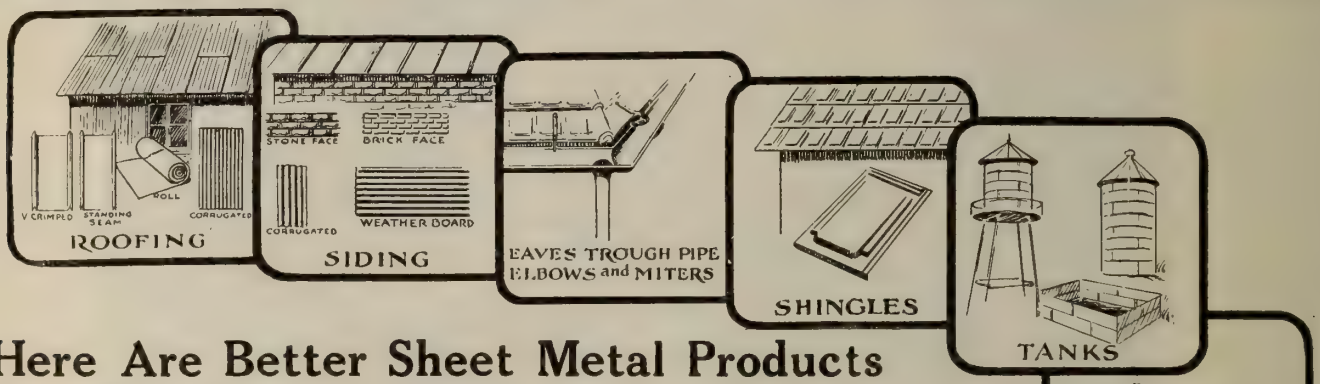
Canadian General Electric Co., Limited

HEAD OFFICE: Toronto. DISTRICT SALES OFFICES: Montreal, Halifax, Ottawa, Cobalt, Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert.

"The BRITON DOOR SPRING & CHECK Keeps out "The Germs."

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.



Here Are Better Sheet Metal Products For You, Mr. Tinsmith

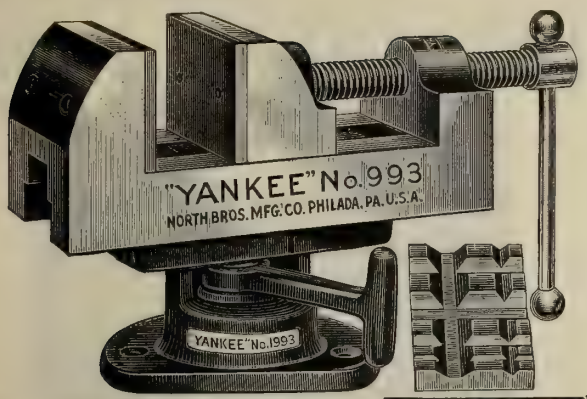
Did you ever notice how some ready-made Sheet Metal Products are more difficult to apply than others? And how much more difficult some sheets are to form up?
You will eliminate those troubles by using—

RUST-RESISTING ANTI-CORROSIVE

TONCAN METAL

It Makes Better Formed Products

The Pedlar People, Limited, Oshawa, Ont.
Canadian Distributors
The Stark Rolling Mill Company, Canton, Ohio
Sole Makers



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

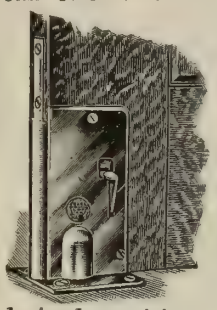
Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 20. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO NEW YORK

FRANCO

FLASHLIGHTS

Awarded Gold Medal at the Panama-Pacific International Exhibition, San Francisco, 1915.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, TORONTO, ONTARIO

Always the latest and best in Electric Novelties

Just the thing for a "Leader" in your Store

The SEAFOAM ELECTRIC

Washer and Wringer

Wrings while it Washes

Washes while it Wrings

Does all the work of washing Clothes except filling and emptying the tub and hanging out. ISN'T THAT A MACHINE YOU CAN SELL TO EVERY FAMILY YOU KNOW THAT USES ELECTRIC LIGHT?

It is also made to run from a gasoline engine or windmill.

Like all good washers, it bears this trade-mark

Cummer-Dowswell, Limited

HAMILTON, CANADA

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

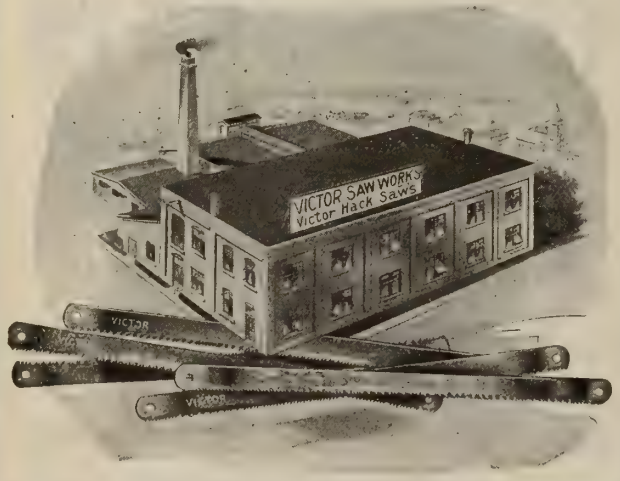
Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

Prices unchanged by Tariff Increase

THE QUALITY IS THERE



Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

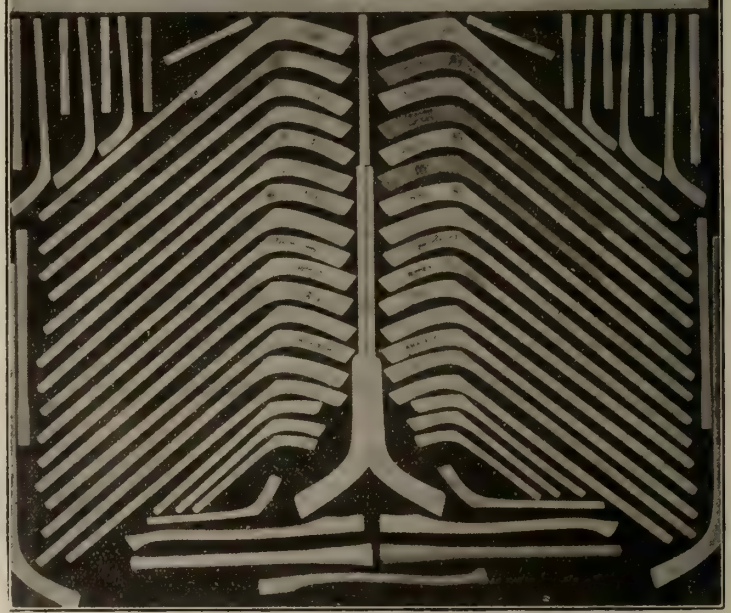
Victor Saw Works, Ltd.

Hamilton, Ont.

VICTOR HACK SAWS Get a Box and Try 'em

ST. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



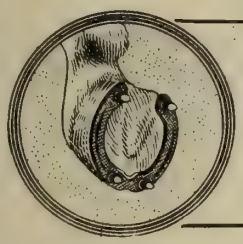
OUR HOCKEY STICKS

Are made in the largest and best equipped factory in Canada. They are manufactured with a view to get the best QUALITY, SHAPE and FINISH. They LOOK WELL, SELL WELL and LAST WELL.

ST. MARYS WOOD SPECIALTY CO., Ltd.

ST. MARYS, ONT.

Neverslip Shoes and Calks



NEEDED BY EVERY OWNER OF VALUABLE HORSES

FIRM FOOTING AND ACCIDENT INSURANCE FOR HORSES ON SLIPPERY ROADS

The old method of rough sharpening is all right when freshly done, but it soon wears smooth in service.

The Red Tip Calk actually becomes sharper as it wears, the centre being made of high carbon steel and the outer covering of a softer metal. It is positively self sharpening and will present a sharp point with which to grip at all times.

Saves much time. When the ordinary shoe wears down it must be ripped off to be resharpened, whereas a new set of Red Tip Calks can be inserted in twenty minutes without removing the shoe.

Recommended by blacksmiths and users who know.

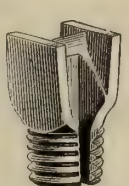
Booklet T gives full information on these splendid money makers.

Drop a line for it now

No. 1

No. 4

No. 6



Keystone

The Neverslip Manufacturing Co.

U.S. Factory, New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVE. - MONTREAL

He wanted a Good BREAST Drill but couldn't afford an expensive one—

So the clerk said. "If you want a drill suited to all regular work, and one that will stand mighty hard usage, we recommend this one. At anywhere near its price it is the biggest value we can give you. See the name

MILLERS FALLS BREAST DRILL No. 112

—that in itself is your GUARANTEE of quality. Note that it has a Barber chuck with alligator jaws, that will hold all square taper shanks and most rounds up to 3/8". Note too these jaws are drop forged—from carbon steel. See the gears, they have cut teeth—the smaller one is steel—ratio is 3½ to 1. The breast plate is adjustable to different positions. This drill has been

Built to Meet the Popular Demand

and meets it both in what it offers and in price. Size—15" overall and weight 4 lbs. Just the thing for the portable kit of the iron worker, the electrician, the plumber, and the repairman.

"M.F." Co-operative Service Helps You Sell

Millers Falls interest in Millers Falls tools does not stop when they have been sold to you—not until they have been sold BY you does "M.F" Service cease. And even then the Millers Falls GUARANTEE continues to see that your customers get tool satisfaction.

Write for catalogue describing the Millers Falls line and booklet outlining the Millers Falls policy of sales help.

"Let us show you"

MILLERS FALLS CO.

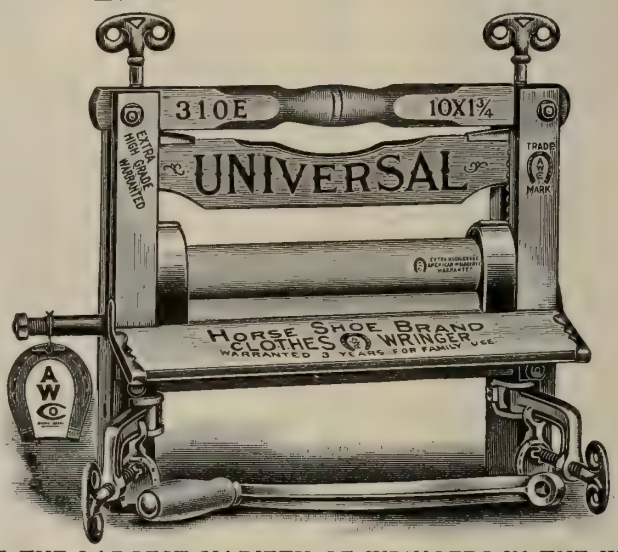
MILLERS FALLS, MASS.
New York Office, 28 Warren Street

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

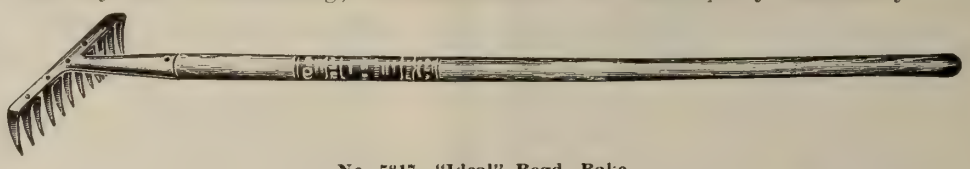
W P WARD

GARDEN TOOLS

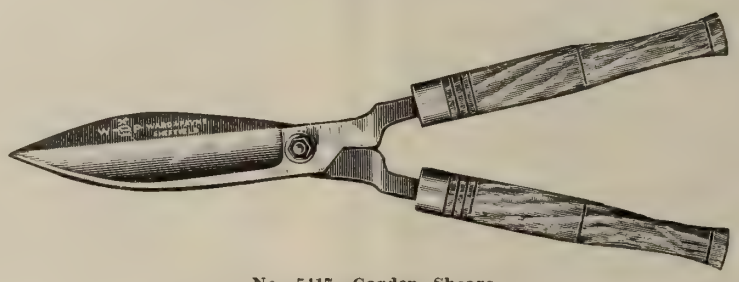
Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork



No. 5817—"Ideal" Regd. Rake.



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No. 5552—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

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ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
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Wrico ANTI-RUST

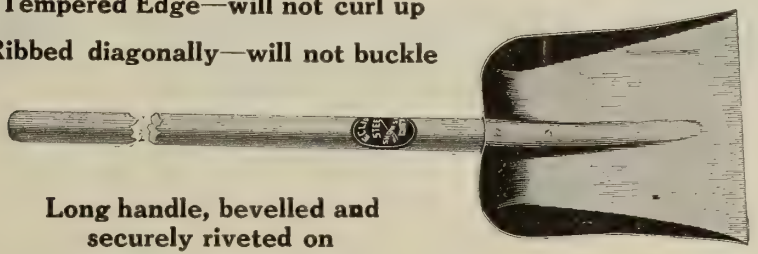
SNOW SHOVELS

Wrico ANTI-RUST

With Silver-Steel Blade

Tempered Edge—will not curl up

Ribbed diagonally—will not buckle



Order a sample half-dozen with next shipment

Special prices quoted in quantity lots

Long handle, bevelled and securely riveted on

Look for the Wrico label guaranteeing it to be our make

E. T. WRIGHT CO., LIMITED - HAMILTON, CANADA

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

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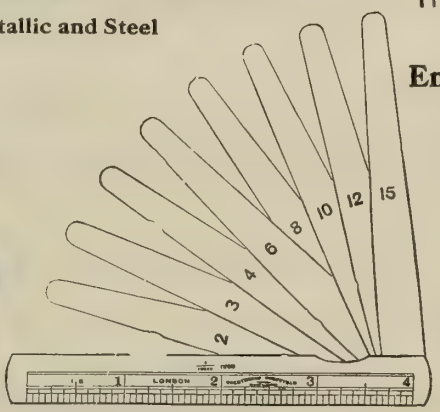

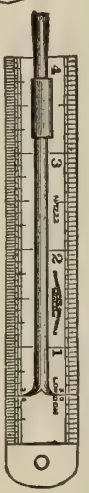

Steel Rules, Gauges, etc.

Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

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Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

LEADERSHIP

is won and retained only by deserving confidence and holding it, year in and year out.

For over sixty years, we have merited and held the leadership in our goods in Canada.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, SEPTEMBER 18, 1915. No. 38

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, General Manager.**

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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THAT'S WHAT I WANT—"ROYAL ROCHESTER WARE"

QUALITY—combined with the up-to-date, exclusive and convenient styles is the cause of that remark you hear so often:

"Show Me Another

Royal-Rochester

Item"

Repeat orders pay—These goods bring them.

Get into line now for the "Royal-Rochester" fall and winter demand.

Have you got Catalogue "N"?

MACKENZIE BROS. LIMITED
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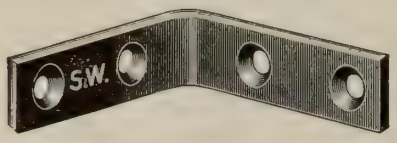
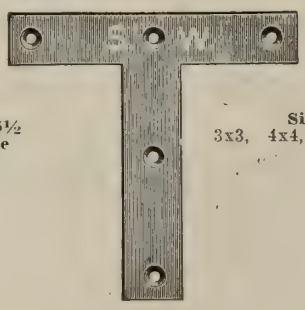


No. 997 Corner Iron
Sizes 1 to 8 inches

Do you ever call your customers' attention to these useful little pieces of hardware? You will be surprised how many you can sell. They are packed two dozen in a box; a convenient package for your shelves.

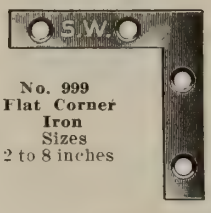


No. 995½ T-Plate

Sizes
3x3, 4x4, 5x5, 6x6

Stanley Corner Irons and T-Plates

for repairing window and door screens, storm doors and sash and a thousand other purposes. Every home can use them.



No. 999 Flat Corner Iron
Sizes
2 to 8 inches

No. 995 Mending Plate
Sizes 2 to 10 inches

MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

Visit our Booth when at the Exposition

Canadian Representative:
A. MacFARLANE & CO.,
Coristine Building, MONTREAL

HARDWARE AND METAL

Established 1888. TORONTO, SEPTEMBER 18, 1915 Vol. 27. No. 38

Conditions in the Hardware Trade

More Optimistic Feeling as a Result of Excellent Crops — Fall Trade Opening Up Fairly Well—Steps Taken by Government to Secure More Business for Canadian Firms.

REPORTS from various parts of Canada indicate that a much more optimistic feeling prevails in all branches of the hardware trade than has been noticeable for many months. The usual midsummer quietness is over, and all eyes are turned toward the fall trade, which in many districts has opened up in a very satisfactory manner. Building operations, as far as city trade is concerned, are very slack, but there appears to be a fair amount of building going on in agricultural districts.

There is a very fair movement of seasonable hardware lines, and the advent of cool weather will have a stimulating effect on many fall lines.

This is particularly the season when in the general trade there will be a demand for heaters and ranges. It is the time of the year when the problem of heating the home for the winter must be considered, and when the summer cooking apparatus is put away for the time being and ranges and heaters come into demand.

From British Columbia reports as to mining industry are exceedingly promising, the production of base metals for war materials being on the increase. At the same time, the lumber men are feeling the pulse of quickening business. At the other end of the Dominion on the Atlantic Coast, business is brighter and prospects are more hopeful than has been the case for some months.

In the central provinces, especially at centres like Montreal, Toronto, and Winnipeg, the demand for commodities is improving. At the last named point, however, it is not so marked as in Toronto and other Eastern points. Possibly the cause of this is that over the entire West the population is absorbed in handling unusually heavy crops. It is this great fact that is stimulating business throughout the entire Dominion. Reports to hand indicate that the yield will be higher than was generally expected. The crop is undoubtedly an excellent one, but as to the actual yield in bushels, it would be impossible to arrive at anything like an accurate estimate until threshing has progressed somewhat further. Meanwhile business has become more hopeful as the result of the abundant crop.

The details of Canada's export trade for July were given last week, and they show that agricultural produce exports fell off very considerably. Agricultural products dropped from $14,000,000 in June to better than $9,000,000 in July. As compared with a year ago July exports of domestic produce show a substantial increase, and they exceed the imports by about $9,000,000.

Reports of the financial condition of the principal steel companies in Canada are exceedingly satisfactory. Conditions in the trade continue to improve, due principally to increasing export business and demand for rounds and forgings for shells. In this regard it is announced that as a result of Mr. Thomas' visit further orders approximating fifty million dollars will be placed in Canada for making munitions. It is further stated that it is the desire of the authorities to place such orders where they can be most speedily and economically filled.

Steps were taken by the Canadian Government early this week to organize an effective and energetic coalition of the representatives of industry and finance with the Militia Department towards the production in Canadian factories of war munitions in the largest possible quantities and with the greatest possible expedition.

Representatives of finance and industry to the number of a hundred or more were summoned to Ottawa by Sir Robert Borden and Sir Sam Hughes for a conference as to how best to finance and produce the ammunition, ordnance and supplies of all kinds of war munitions which Canada can furnish to meet the pressing needs of Great Britain and her allies.

The conference was with a view to taking counsel together as to the possibilities of manufacture, the methods of financing, etc. The conference was, of course, of a confidential character, but

(Continued on page 61.)

ANOTHER HARDWARE TRIUMPH

The Rice Leaders of the World Association recently concluded a National Window Display Contest, in which $15,000 in prizes was distributed to 463 persons and firms, the awards ranging from $2,000 down to $10. There were over 30,000 participants in this contest. Ten of the prizes came to Canada and it is interesting to note that eight of the ten prizes were won by Canadian hardware firms. Thus Canadian hardware window trimmers have scored another triumph. The prize-winning firms are: A. M. Bell & Co., Halifax, N.S.; The Marks, Claret, Dobie Co., Ltd, Port Arthur, Ont.; Ashdown Hardware Co., Ltd., Winnipeg, Man., (two prizes); The Canadian Fairbanks Morse Co., Quebec, Que.; The Day Hardware Co., Red Deer, Alta.; Sommerville Hardware, Ltd., Edmonton; Bond Hardware Co., Guelph, Ont.

To List Property Owners

Proposal of Saskatchewan Executive of the R.M.A.—Meeting in Moose Jaw to Hear Reports From Dominion Board Convention—Bankrupt Stock Problem.

MOOSE JAW, Sept. 14. — Important matters of interest to the retailers of Saskatchewan were discussed in the meeting of the Provincial Executive of the Retail Merchants' Association held here recently, at which J. L. S. Hutchinson, Provincial Treasurer, and F. E. Raymond, Provincial Secretary, of Saskatoon, were present. Their report as delegates to the Dominion convention was presented and endorsed and a hearty vote of thanks accorded to Mr. Hutchinson and Mr. Raymond for the work they had done.

The Executive also expressed itself as in complete accord with the resolution passed by the wholesalers of Regina in favor of the repayments of advances to farmers for their seed grain being extended over a number of years, and opposing the policy announced in the letter sent by J. Bruce Walker on behalf of the Government to farmers who have received assistance.

The proposal that an alphabetical list of property owners be got out by the Land Titles Office for the benefit of the retailers was again taken up, and it is intended to approach the Government with the object of this being done. They believe that this will be of assistance not only to the retailers, but also to the Government officials in carrying out their duties. They do not intend to ask for a free service, but anticipate that a reasonable sum will be charged for every search.

Handling Bankrupt Stocks

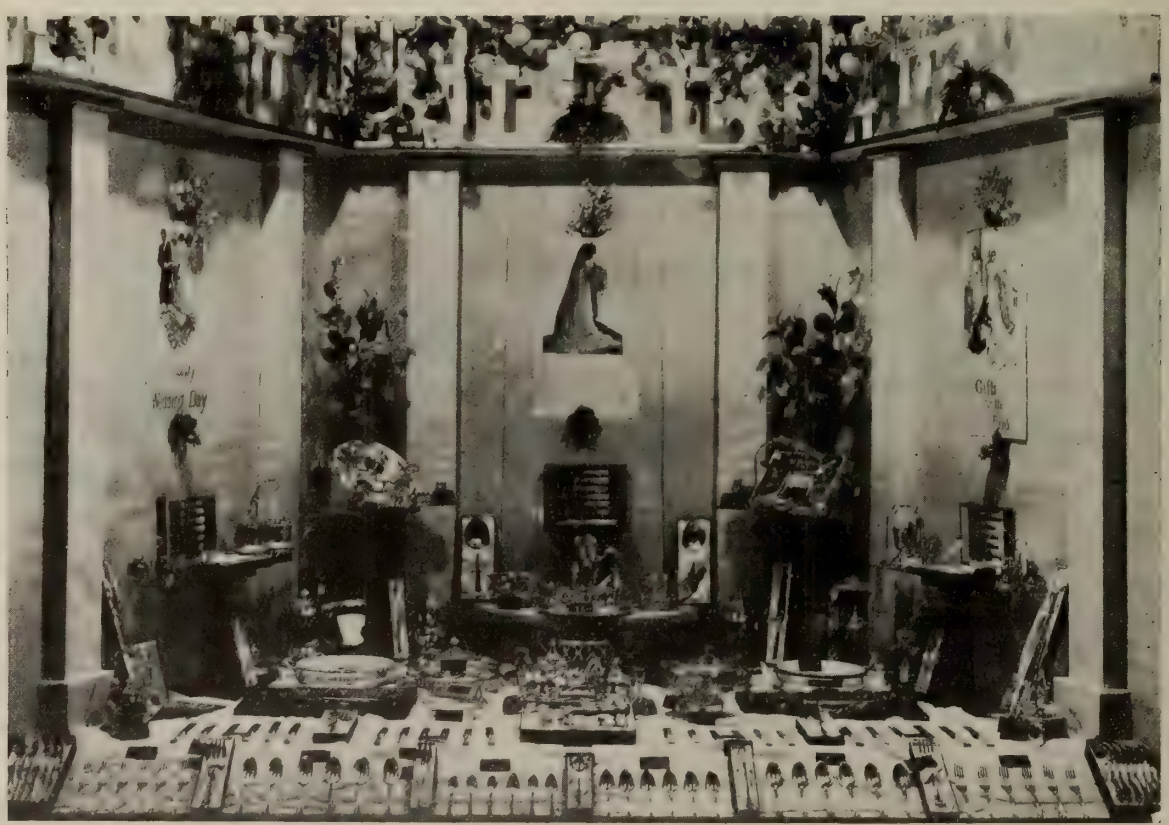
The executive is also trying to bring about the appointment of an official assignee or the establishment of a bankruptcy court whereby bankrupt stocks can be more equitably handled so that the interests of both the debtor and the creditor may be safely guarded.

A report was also made on the progress of the Retail Merchants' Mutual Fire Insurance Co. J. W. Black has now been placed in charge of the insurance end of the association. His duty is to check the policies for errors, see that policies run concurrently, and check rates, and the officials are anxious that retailers should take advantage of this section of their work, whether members or not.

The cost of re-registering execution was also discussed. Under the present law an execution must be renewed every two years, and it is felt that this adds very considerably to the costs and that when once a judgment is registered it should stand until it is paid off. The opinion is that an execution should hold good as long as a judgment.

The amendment to the Exemptions Act passed at the last session was also under discussion. Mr. Raymond stated that he knew of one case where no less than $15,000 was covered by chattel mortgages, but that, under the amendment, this was practically wiped from under the merchant's feet, and this was only one out of a hundred on a similar

(Continued on page 61.)



Suggestion for window display featuring goods suitable for wedding gifts. There is still time to secure a good volume of wedding goods trade during the present month. The above display was arranged by Chas. Byford for the Bond Hardware Co., Guelph, Ont. The display, although exceptionally attractive and very effective, was arranged at small cost. Window trimmers can secure many ideas from the above display.

Beating the Mail Order House

Hardware Merchant in District Worked Hard by Pedlars and Mail Order Houses — Made Personal Calls on Farmers and Sold Two Cars of Fencing — Used Newspaper to Advertise.

"ONLY a few weeks ago a Toronto mail order house shipped seven tons of catalogues into this part of the country, and I doubt if there is a farmer within twenty miles of here who has not received one of these mail order catalogues," said C. H. Thornton, of Thornton Brothers, Bradford, Ont., in conversation with a Hardware and Metal representative a few days ago. Bradford is a town of about 1,000 population, situated 42 miles north of Toronto.

"I know that the catalogue house takes a great deal of business from this locality," continued Mr. Thornton, "and while we do all we can to combat mail order competition, it is a fact that they annually secure from this community large sums of money for goods which they ship in here. Not only have we to contend with the catalogue houses, but also the numerous agents and pedlars who travel through this section of the country. We are located so near the large cities, and have such a splendid farming community, that this district is a happy hunting ground for agents. Hardware is not the only line affected by pedlar and mail order competition. Clothing, dry goods, grocers, harness dealers, and all other businesses suffer.

"It is strange to me that farmers will continue to buy goods from pedlars. Although the average farmer knows or should know that about 90 per cent. of pedlars are out to do-up the public very often the farmer pays the pedlar more than the price charged for similar goods in the retail stores.

"Take for instance the coal oil situation. Only this summer the district has been thoroughly worked by pedlars, who sold coal oil at ½c per gallon more than the price asked by local hardwaremen. The pedlar also sold steel tanks for 50c more than the price asked for a similar tank by our firm. I have talked to several farmers about the coal oil proposition, and asked them why they paid the pedlar more for coal oil and tanks than the same goods could be purchased at in our store. The farmers, in nearly every case, gave the same reason—that the agent said his goods were the best and produced several arguments to back up his assertion. We can't afford to peddle our whole line of hardware through the country, but I had one experience this season that demonstrated to me how you can sell goods to the farmer by following along the same lines as the pedlar. I intend to go after business the same way next year.

Sold Wire Fencing

"Last year I carried in stock about 300 rods of wire fence. This stock of fence was received very early in the spring, and I carried the greater portion of it all summer. I sold several rolls during the summer, but had to carry some of the stock over until this spring. I reasoned this thing out and said to myself if these agents can come in here, perfect strangers most of them, and sell goods in large quantities to the farmers, when the farmers can buy in small quantities in their local stores, there must be some market in the country for a product like wire fence. Fence is something every farmer can use, and in almost every case the farmer needs wire fence for the improvement of his farm, so I decided that I would try the direct solicitation plan myself. I sent to the manufacturers for catalogues and other printed matter, and also requested them to send me a cut showing their fence so that I could use it in our local newspaper. I received neat samples of each kind of fence. Then I prepared an advertisement for the local paper and planned my routes into the country. Having secured a horse and rig from the local livery, I started out on my first trip as a wire fence agent. I have learned one good lesson from that first experience—that farmers, if in need of a staple article, will in the majority of cases place an order.

"At almost every farm I called I noticed the great possibilities for selling fence, and although each farmer visited was not in a position to place an order at the time, the results I obtained on my first day out were very gratifying, and I decided to work to the limit in the next few days.

"The second day brought fairly good results also; and it seemed that each day the business improved over the preceding day. The fact that other farmers had placed orders with me made some of them feel that they would not let so-and-so get the better of them by putting up a modern fence and so would place an order.

"But this was not why I sold the fence. The reason I sold the fence was because most of the farmers were in the market for fence, and I pointed out to them the necessity for improved fences on their farms. Also I found that my prices compared very favorably with those of the catalogue houses and pedlars, and I demonstrated to them the superior quality of my fence against the fence of the catalogue house.

"Several features were combined in the fence I was offering that could not be found in the fence illustrated in the catalogues, and I even secured orders from several farmers who had previously decided to send to the catalogue houses for their supplies.

"It was not all smooth going, but the majority of the farmers were convinced that I had a good fence and gave their orders to me. In order to make a thorough canvass of the country within a radius of ten miles, we had a list made out of all the farmers who inquired at the store for fence as a result of our ad in the local paper."

"How could you tell that these farmers were interested through the ad ap-

(Continued on page 46.)

An example of the style of advertising used by Thornton Bros. to sell wire fence.

The West Hard At It

Optimistic Report Received From Eastern Manufacturer—A Bountiful Harvest Real Estate Conditions Righting Themselves—A Great Tourist Traffic —Production the Watchword.

THE manager of a large Eastern Canada manufacturing establishment who is in the West, in writing to the MacLean Publishing Co., refers incidentally in the following terms to Western conditions and prospects:

"This is my first trip through to the Coast, and it has been an education to me. If you have not yet made the trip, it is a pleasure in store for you.

"One could not travel through the West, stopping off at the principal cities, as I have done, without being greatly impressed with the vastness of the country, and its wonderful possibilities, as yet undeveloped. In the past few months I have traveled from coast to coast, touching every province in the Dominion, and nowhere have I found them "harder at it" than right here in the West. It is true that the cities have felt the depression, and many merchants are suffering from an apparent lack of capital, caused no doubt by over-hasty expansion, resulting in high rents and a consequent abnormal cost of doing business, but it is to be hoped that is only temporary, and it looks as though general trade will be greatly relieved when the wonderful crop of 1915 is harvested. The ideal weather prevailing throughout the West during the past few weeks has removed any uncertainty as to the harvest being as bountiful as was anticipated, and any slight frosts that might occur now will only tend to harden the grain.

"The tourist traffic they tell me is greater than ever before. Everywhere one hears the most pleasing comments, especially from Americans, regarding our beautiful farming country and wonderful opportunities. This is all bound to have a direct bearing upon immigration, and the indirect benefits from such advertising cannot be calculated in dollars and cents.

"Speaking of general conditions, it appears to me that the marvellous optimism that pervades the West, must win out, especially as now there is a vast difference between "optimism" and "wild-catting." One has only to talk to the dealers as I have done, to learn that good, legitimate business is receiving more attention to-day than at any time in the past. The kind of attention that produces results. Real estate is taboo, and there can be no question but that the change is for the better. There is hardly a city but what has suffered a decrease in population, but this is only a natural sequence to the boom of a few years ago, and the situation will undoubtedly readjust itself in the near future—not too quickly it is to be hoped, because I feel there is more to be feared from an immediate revival of the old policy than from a continuance of the new. Let us rather gradually assimilate the new idea, and when the substructure of our business methods has been rebuilt and thoroughly established, then we can turn our attention again to expansion, and the result will be all that could be expected.

" 'Production' just now is the watchword throughout the West, and it is to be sincerely hoped that the importance of that word will be so impressed upon the mind of every business man in Canada, that there will be no room for anything else for a long time but plain, hard, unadulterated 'work.' "

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 9.

NOW that the student has learned how to write a plain show card I think it advisable to give him something of a little more interesting character. I shall therefore present herewith the first lesson in Shading and Shade Mixing. This, when mastered, will enable one to make a very attractive card out of a plain black and white one and yet not render the card difficult to read. This sort of show card is what is called "fancy" but I term it a good sensible show card for a showing which is a little better than the usual variety.

The real use of shading is to make the lettering stand out in relief and also to take the plainness off a card. In the first place one should never have this shading stronger than the letter itself. This would make the card more difficult to read than if the shade was omitted.

Shade Should Not Touch Letter.

There is one very important point that must be remembered in the excution of the shade card. That is do not allow the shade to touch the letter. Ordinarily it must be kept about one-sixteenth of an inch from the strokes of the letter. The white space between the shade and the letter gives the letter the effect of standing out from the white board. See Fig. 1 as an illustration of this point.

In order that the student may learn the work by the easiest method, I have shown the use of the shade on the alphabets and figures as demonstrated in lessons 4, 5 and 6 in previous editions of this paper, I have two reasons for giving this class of letter to start the shadow work. The first is that by this time if you have been diligent in practising the work you should be able to make it better than the Roman alphabet shown in the last two lessons. The second reason is that it is easier to learn to shade a square face letter where no spurs are used than to shade a spurred letter. The lack of spurs makes the shading more of straight lines and large curves. Shading spurred letters is much more complicated on account of the short lines and curves required.

Before procuring with actual work it would be very beneficial if you studied the chart thoroughly first. You will note that I have numbered the strokes on each letter. If you follow these numbers you will find that there will be less likelihood of you smudging the work already done. Also note where two strokes are joined, I have drawn white lines across. This is not to be on the completed work but merely shows where the line should overlap.

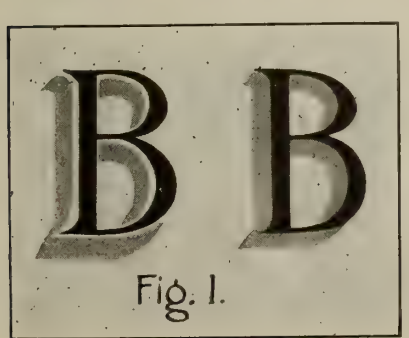
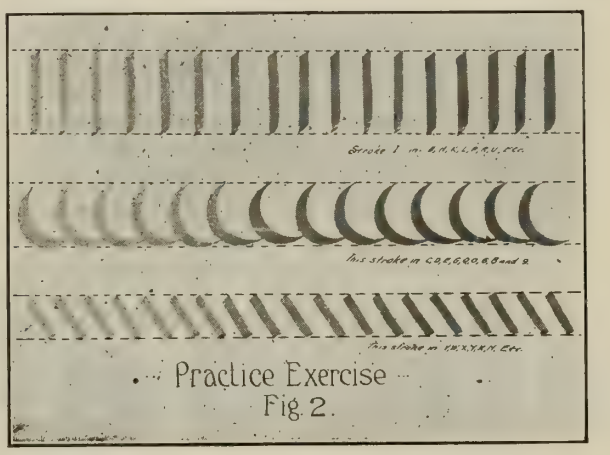


Fig. 1.

The Lower Case Alphabet.

The shade on the "A" is composed of 6 complete strokes. Care must be taken with the finish of stroke 2. Be careful not to allow it to overlap on the black letter. Stroke 5 should be made quickly to get that free and easy swing.

It takes four strokes of the brush to make the shade


Practice Exercise
Fig. 2.

on "B." Stroke 3 is formed on some of the other letters and is one that should be practised often. The shading on "C" is made very quickly with two strokes of the brush. By lifting the brush properly at the finish of these strokes you eliminate having to retouch them.

"D" is a 6 stroke letter. Stroke 4 is found on many other letters; as stroke 3 of "E" and stroke 6 of "G." Lots of practice on the one will do much good. You are liable to have the same trouble with stroke 1 of the letter E as mentioned about stroke 2 of "A." Do not allow the shade to overlap on the letter.

The main thing in shading the "F" is to get strokes 1 and 4 to appear as one continuous stroke. "G's" shade is all composed of curved lines. A careful practice of all these curves will assist one in the making of other shades. It is absolutely imperative, especially on long stroke leters, to have the shade parallel with the letter. "H," "K" and "L" are letters where this applies.

The slant at the top of stroke 3 of the letter "K" is gotten by turning the handle of the brush to the right.

Stroke 3 and 6 of "M" are sometimes joined up with strokes 4 and 7 and made with two strokes instead of four, but for the beginning it is best to make them separately. The shade on the "N" is similar to that of

the preceding letter. The down stroke will require much practice.

To get the fine lines at the beginning and finish of the shadow strokes on the letter "O," the brush must not be loaded too heavily with color. The shade on the "P" is made with four strokes while the "Q" requires five strokes.

Stroke 3 of "R" appears in other letters as stroke 1 of "S" and stroke 6 of "F."

No. 2 stroke of "S" needs lots of practice, as it is the only one of its kind in the alphabet.

The shade on the "T" requires five strokes. Stroke 4 is the most difficult here. It must be brought down straight until the curved part of the letter is reached and then follow the tail of the letter. This can all be done without lifting the brush but it requires lots of practice. Stroke 1 of "U" is similar to that of stroke 4 of the letter "T" just described. The only difference is that it extends further to the right. The finish of stroke 2 of "V" must be done by turning the brush toward the left. The same applies to strokes 2 and 4 of "W." In order to make them successfully these will require much practice. The shade of the "X" is composed of 6 strokes. 1 and 5 and 2 and 3 must appear as continuous strokes. The five strokes of the "Z" must all be joined.

The Upper Case Shading.

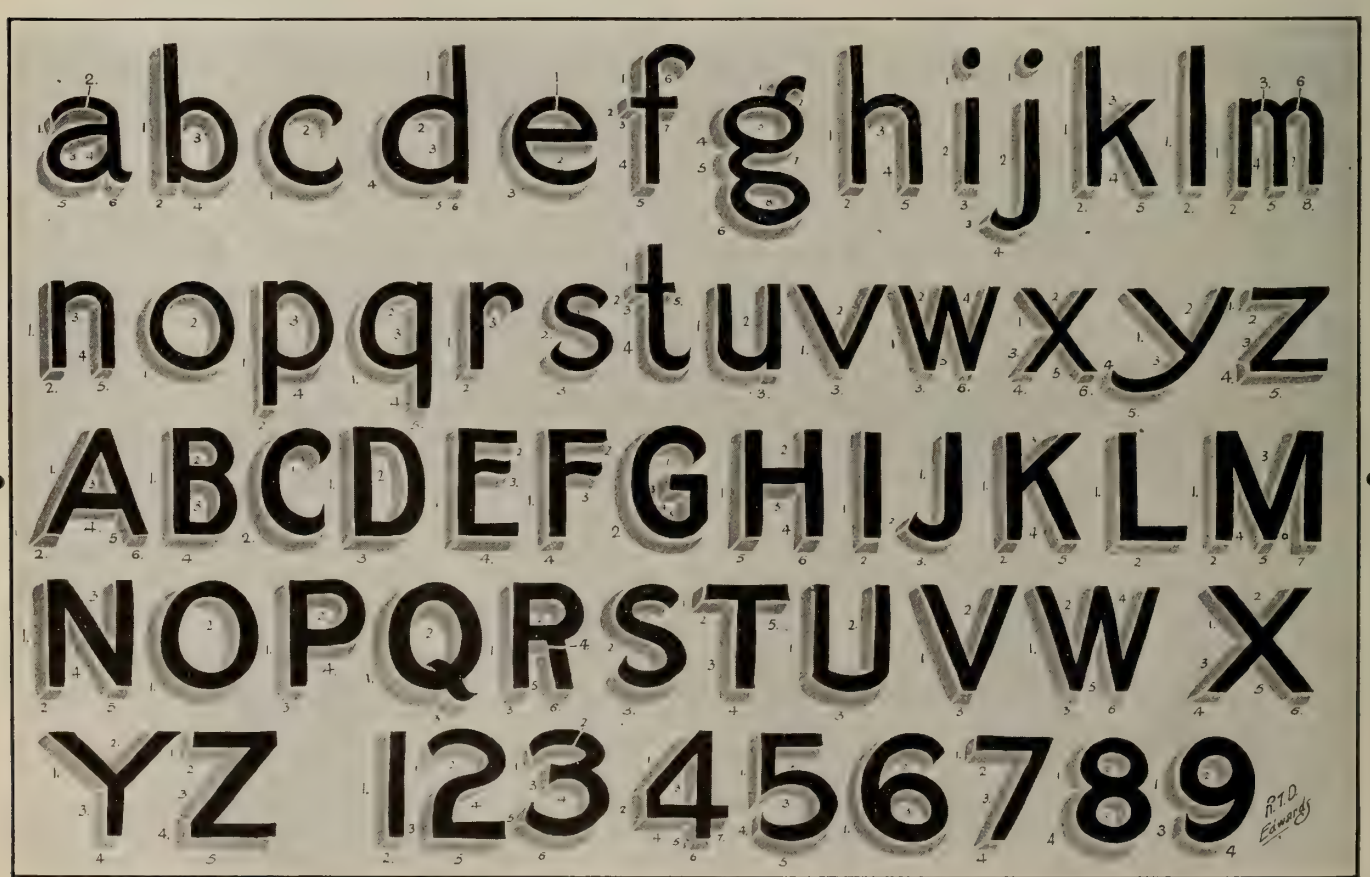
The upper case lettering or making of the capitals has more straight lines than the lower case which makes the shadow easier to do; also the formation of some of the lower case letters is similar to that of the upper case and those will require no further explanation. I will just deal with the difficult points of the letters that differ to preceding ones.

Strokes 3 and 5 of the letter "A" must run parallel with hand stroke of that letter and must appear as one continuous letter. Some writers make strokes 2 and 3 of the letter "B" two strokes each, but it is just as easy to make each with one stroke of the brush. The wavy shade stroke No. 3 of the letters "E" and "F" require a lot of attention and can be used for a practice exercise. The shade of the "G" is made with five strokes; stroke 2 must be made quickly with one long sweeping stroke. It's start and finish must be pointed.

Fig. 3.

Mixing the grey colors—light, medium and dark—is illustrated here.

The start of strokes 4 and 6 of "M" are quite difficult and need much attention. They are made by turning the



brush to the right in order to get the point and as the wide part of the stroke is reached the brush is turned in the usual position. Stroke 4 of the letter "N" is of similar formation. Stroke 4 of "R" is sometimes not necessary.

Shading the Figures .

The figure "2's" shade is composed of five strokes. Note how stroke 2 ends abruptly. Stroke "3's" beginning is slightly curved and pointed.

The "3" is shaded with six brush strokes. Similar strokes to No. 4 is used in many other places in the alphabet and should be carefully practised.

The shadow on figure "4" is made with seven brush strokes. Stroke 1 must be made similar to those of 4 and 6 of the upper case "M."

Practice often stroke 2 of figure "5." This shade appears in many letters and figures. The main thing is to keep parallel with the top line of the figure. The three shade strokes of the "6" can be made very quickly. They seem to work in with the natural swing of the brush.

The all straight shade lines of the "7" need much practice. It is my experience that the straight lines are hard to master and need more practice than do the curved ones. The "8's" shadow is composed of all curved lines and should be easily mastered.

Stroke 3 of the "9" is the only straight shadow on this figure. To avoid the point of the lower stroke of this letter the lower edge of the brush must be lifted.

Chart No. 2 gives a good idea of how to go about the practice work. Rule the blank card out with guide lines to suit the length of the stroke you are going to practise and start with the letter "A." Make all the strokes belonging to each letter and perfect each one before proceeding with the rest.

Shade Mixing.

Shade mixing has become a very important part of show card writing and must be done with the greatest of care. Shade mixed too dark will, when applied, detract from the lettering and shade mixed too light will not have the desired effect of making the lettering stand out. You must also have the color thick enough so as not to dry in blotches and not too thick to flow freely from the brush. Experience is the best and only way to learn. Formulas won't always pan out right. The most popular shading used to-day is grey, on account of it being a very inconspicuous shade. It can be mixed in many different tones, light medium, or dark. All these are mixed from black and white. Place the white in a small vessel and add the black very slowly until desired shade is reached. It must be stirred thoroughly so that all particles are well mixed. See Fig. No. 3 for three shades in use. There are other forms of grey such as "blue grey." This is mixed the same as the other with a small quantity of blue added. This gives a little more life to the show card. By adding a very little red to the plain grey gives you a good warm shading color.

The above shows the effect of shading—an appropriate card just now.

Suggestion for show card suitable for use in stove display. Note that letters are shaded.

These shades should be all kept ready mixed in good working order. Keep well covered when not in use and never let them dry out. Many minutes are wasted if new shading color has to be mixed every time it is needed. Other shades will be gone into in our next lesson.

If you wish to make shading a success you must keep your brushes in perfect condition—that is always flat pointed whether in use or not. The point of the sable must be all even. They must cling together and not split.

The accompanying cards give a fair illustration of the shading put into actual use.

THE EFFICIENT man is he who analyzes himself, striving continually toward an ideal—a standard—which embodies ultimate perfection. He is not satisfied with being adept in a few things, but must be proficient in all. He realizes that the underlying purpose of life is the formation of character, and so far as he succeeds or fails in this respect, the measure of his success lies. Therein, the lives of many of us fall short, for it is better to have aimed at a star and failed to touch the mark than never to have aimed at all.

* * *

FAILURE IS LARGELY a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind becomes the life pattern, and the life processes build in accordance with the design held up to them.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, SEPTEMBER 18, 1915 No. 38

TO-DAY IT'S go ahead or go behind—keep up or get off the trail. To-day it's the survival of successful men.

* * *

GASOLINE GIVES off a vapor constantly, and air which has mixed with it about ten per cent. of gasoline vapor is more dangerous than gunpowder.

* * *

THE PROJECTILE power of your ambition depends wholly on the vigor of the determination behind it. What you accomplish will depend on the live energy of your purpose, the enthusiasm and willpower you put into your efforts to achieve.

* * *

ADVERTISING is doing a lot to improve matters where business has been bad. There is plenty of money in the country, some of it hidden very securely from view. It takes unusual efforts to get this money into circulation; and advertising is the most effective effort possible.

METALS AND EXCHANGE

IT is significant that the main factor in the weakness of the American metal markets to-day is the exchange problem. While the present high exchange prevails the indications are that the Allies intend to curtail their imports from America; the result is that prices are being reduced. Lead is the outstanding example. Supporting the contention of HARDWARE AND METAL that its advance was due to manipulation rather than to the relationship of demand to supply, further reductions have this week been made, and lead to-day is at the same price as when the war broke out.

The theory might well be advanced here that the lesson of the weakness of the American metal market to-day is that Europe does not intend to pay the exchange and that if the United States does not carry the immense loan now proposed then the effect of the situation will be that American prices will be reduced. In other words, if Americans sell in Europe their selling price will be reduced by the amount necessary to bring their payments to them.

The question of who pays the exchange might be set alongside that time-worn political nut which has never been successfully cracked—who pays the tariff?

RETAILERS LOSE AGAIN

CANADIAN dealers will be interested in knowing that the American Scrip Company is bankrupt—according to reports from Los Angeles which city is given credit as being the birthplace of the "mile in travel for a dollar in trade" alleged business-stimulating idea.

This company's plan, it will be remembered, was to sell the retail merchant coupons which the merchant in turn gave to his customers with purchases at the rate of one mile in travel for each dollar of trade and which coupons the company redeemed in railway and steamship mileage.

The Scrip Company's yearly experience on the Pacific Coast is said to have been so successful that it was decided to expand operations covering practically the entire United States.

A sumptuous suite of offices was opened up in Chicago which was to be known as the general office of the company.

Despite the fact that the merchants who bought scrip paid from $3.00 to $5.00 a thousand for the coupons, they are now being redeemed only at one cent. This is paid in cash at the offices of the bankrupt concern, and it is announced that the money for this purpose was contributed voluntarily by the stockholders. The cash may be had either by merchants who still have stamps on hand which they have not issued to the customers, or by customers who have been collecting stamps.

While it is said that none but the officers of the company know how many are outstanding, it is claimed that fully 1,000,000 scrip coupons still are unredeemed or have just been redeemed on the one cent basis.

A somewhat similar institution has been in operation in British Columbia and Alberta. In Calgary, as announced some time ago, the company operating there was fined for doing business in contravention of the Trading Stamp Act.

THE TRADE PAPER'S FIELD

GOING in advance of the commercial traveler the trade paper creates demand with the retailer. It is the medium between the manufacturer, wholesaler and retailer and consequently occupies a field distinctly its own, being kept out of the hands of customers and bringing the retail buyers and the firms who sell them into the closest possible touch. To the retailer the trade paper is the only means he has of getting an unbiased view of what is going on in his field.

The thousands of circulars and elegantly printed advertising matter often circulated by large houses among their retailers undoubtedly have a certain effect, but the mere fact that it emanates from the jobber or manufacturer has a tendency to belittle its influence and importance. The retailer looks to the trade paper to learn the facts and obtain reliable information with reference to lines of merchandise on their merits, as well as suggestions covering the various branches of the business, designed to show the way to better mercantiling.

VACANT LOT GARDEN

EARLY last spring a movement was inaugurated for encouraging greater production and more extensive use of vacant land in towns and cities for the raising of foodstuffs. In many places retail hardwaremen took an active interest in the campaign and in addition to helping along a good movement, they incidentally increased their sales of gardening tools, seeds, etc. Reports recently gathered from various towns and cities by the commission of conservation indicate that the campaign has been a success. Several cities have handled the vacant lot problem in a systematic manner, and have secured results commensurate to the amount of energy expended. Some, by allowing interest to lag, have been only partially successful. In others, also, circumstances militated against success, in that unemployed men took up the cultivation of vacant lots, and, upon securing employment, neglected them. On the whole, however, the movement can be regarded as a distinct success. No estimate of the value of the product is available, but, judging from the enthusiasm of some of the vacant lot gardeners, the total value is large and there should be an even greater enthusiasm displayed next year.

OBJECT OF ADVERTISING

MANY business firms will be doing or using to-morrow what they refuse to do or use to-day. It is not that the to-morrow thing is not good to use or do to-day, but rather that the perception of its worth is beyond the present-day vision of the man with whom decisions rest.

To-morrow, for example, many a business firm will be using dictaphones and addressing machines, to mention but two things which many are refusing to-day to instal. The need for these devices in their business is as great to-day as it will be to-morrow. The obstacle in the way of their immediate installation is in a great majority of instances an obtuse human being. Time—frequently much time—is required to open the eyes of sleeping men.

One of the burdens or objects of advertising is to awaken sleepers—to arouse them from a smug content, from intellectual torpor, and from physical and mental laziness. So long as humanity lasts there is likely to be a resistance to new ideas and suggestions, and the overcoming of this resistance will be an unavoidable obligation on those with something to sell.

COURT FAVORS PRICE MAINTENANCE

THERE have been numerous test cases from time to time in the United States on whether the manufacturer of a proprietary or patented article has the right to fix the price to the consumer or not. Some of these have resulted one way and some the other. Of late, however, it would appear that the courts of the United States are becoming more and more favorable to the price maintenance plan. This is evident by the recent decision of a Judge in the United States District Court at Chicago, who upheld the plea of The American Graphophone Co. against the Boston Store of Chicago, a large department establishment in that city.

The Boston Store had entered into an agreement with the Columbia Graphaphone Co., selling agents for the American Graphaphone Co., agreeing to maintain the established prices on phonograph records but instead of adhering to the contract the department store advertised and sold records priced at 65c and 75c for 35c. Suit was brought against them to compel them to stop the price cutting and the court, in substance, held that the manufacturer of a patented article has the absolute right to govern the price at which his product is to be sold to the consumer when such product is sold to the retailer under a fixed price contract. The court also declared that the Sherman law did not apply in such a case.

While this refers to a patented article there is no doubt that it will be considered a precedent in so far as a proprietary article put out by a foodstuff manufacturer is concerned. It recognizes the legality of a price-fixing agreement between manufacturer and retailer and upholds the theory that property in the form of patents constitutes a form of monopoly which is authorized by law in the United States. Following as it does the recent decision in the Cream of Wheat case this decision is one that will further strengthen the position of the adherents of price maintenance and it is likely to have considerable bearing towards the passing of the Stevens' Bill at the next Congress which is purposely designed to legalize price maintenance.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Go Where Money is—Possible Scarcity of Hardware—Outlook Encouraging.

GO WHERE MONEY IS

From Printer and Publisher.

ONE of Toronto's largest wholesale hardware establishments has a fleet of twelve automobiles for the use of its travelers. The cars are used by these men to reach country stores which aforetime were rarely or never called on by them. In days past the salesmen traveled altogether by rail, making say a dozen towns or cities a week. To-day these men visit 25 or so places in a week.

All told there are in Canada, according to a recent calculation, 3,126 hardware stores. Of general stores there are 19,101; that is, the general—which means country—stores exceed the number of hardware stores by 16,000; or to put it another way, there are six general stores in Canada for every hardware store. The same proportion exists with reference to boot and shoe, clothing, drug, dry goods, and jewelery stores. There are eleven times as many general stores as furniture stores, and thirty-five times as many general stores as piano and music stores. There are 4,000 more general stores in Canada than there are grocery stores.

The conclusion is obvious; the manufacturer or jobber who neglects the country retailer is doing only a portion of the business that he can do; and the advertiser who fails to cultivate the rural community field—where greatest wealth and purchasing power are found—has not yet entered into the fullness of his opportunities.

Very often the end of the rainbow with its pot of gold is found, not in a gilded city, but in a plain homespun country town.

* * *

POSSIBLE SCARCITY OF HARDWARE

From the Ironmonger.

A GRADUAL contraction of activity in the production of ordinary commercial products is the necessary corollary of the present increase in the supply of armaments, since for a number of years this country has possessed no surplus of manufacturing facilities, and as regards hardware and metal products generally the output has never done more than keep pace with the demand. This condition has, of course, militated against the accumulation of stocks. The appeal for more and still more munitions has met with a response that must be highly gratifying to the military authorities, but its success was made possible only by a wholesale withdrawal of labor and plant from the ordinary trades of the country. The inconvenience of this transfer of manufacturing activity from peace to war commodities has probably been more fair in the hardware branches than in any other section of industry, because hardware goods consist so largely of metals. A scarcity of such goods has now arisen, and as the contraction of output is certain to become more and more pronounced so long as the pressure for munitions continues, the predictions of a failure in the supplies of many manufactured necessities before the end of the year should not be treated lightly. The outlook is causing a good deal of anxiety in the distributing trade, because ironmongers appear to be in some danger of being unable to obtain a sufficient quantity of the goods whose sale forms their main source of income. At no period of the war has so much hardware been bought as at the present time. For more than two months makers have been receiving a torrent of orders of such aggregate magnitude that it cannot be explained by the exceptionally large spending capacity of a considerable section of the public which is benefiting by the war expenditure, nor by the necessity of ordering a long time ahead. There is strong evidence that some of the large merchants are buying up almost anything that can be got in the shape of hardware in preparation for a time of acute shortage, when manufactured goods may command famine prices. A feature of this buying is the indifference which the buyers show to considerations of pattern, design, or even price. In fact, there exists a ready market for stocks of any description of cutlery, spoons and forks, tools, and many other hardware goods, and large quantities of out-of-date wares, which have been lying for years on makers' shelves, and were regarded as unsaleable, have lately been cleared out at high prices. Orders are also being placed in spite of the warning that they cannot be filled within twelve months.

* * *

OUTLOOK ENCOURAGING

From Financial Post.

FROM British Columbia reports as to mining industry are exceedingly promising, the production of base metals for war materials being on the increase. At the same time the lumber men are feeling the pulse of quickening business. At the other end of the Dominion on the Atlantic Coast, business is brighter and prospects are more hopeful than has been the case for some months.

In the central provinces, especially at centres like Montreal, Toronto, and Winnipeg, the demand for commodities is improving. At the last named point, however, it is not so marked as in Toronto and other Eastern points. Possibly the cause of this is that over the entire West the population is absorbed in handling unusually heavy crops. It is this great fact that is stimulating business throughout the entire Dominion. Reports to hand indicate that the yield will be a little higher than generally expected, although some estimates have been made which appear to The Financial Post to be quite extravagant. Some men of conservative judgment now anticipate that the crop will reach 225,000,000 or 230,000,000 bushels. Sir William Mackenzie and other Canadian Northern authorities that have given the situation some attention during the last few days state that the grain crop will aggregate approximately 580,000,000 bushels. These estimates may be taken to indicate that the crop is an excellent one. As to the actual yield in bushels it would be impossible to arrive at anything like an accurate estimate until threshing has progressed somewhat further. Meanwhile business has become more hopeful as the result of the abundant crop.

Great Success of National Exhibition

Last Year's Attendance Exceeded by Over One Hundred Thousand—Many Splendid Exhibits by Manufacturers — Attendance Shows Spirit of Canadian People.

Crowds in front of the entrance on one day of the great Canadian National Exhibition.

THE great Canadian National Exhibition for 1915 has passed into history, but the hundreds of handsome exhibits of various products allied with the hardware trades, which were on display during the two weeks of the Exhibition, will have a lasting and beneficial effect upon the many thousands of people from all parts of Canada who visited the exhibition. The attendance this year numbered 864,000, exceeding last year's attendance by over 100,000.

In "Patriotic Year" there was an appeal to the sentiment of the general public, which met with a hearty response, indicating the spirit of optimism which pervades Canada.

In the face of the obstacles which confronted them, the directors of the exhibtion feel that the success this year is the greatest ever, even though the attendance did not reach the million mark, aimed for.

The Canadian National Exhibition is national in its scope. It is said to be the greatest annual exhibition in the world.

Many people from the United States and other countries are annual visitors. That Canadians are greatly interested in the exhibition is clearly indicated by the huge attendance each year. When an annual event reaches a state where there are 864,000 paid admissions in twelve days, it can truly be called gigantic.

One of the added atttractions at the exhibition this year was the presence of an overseas contingent upon the grounds, and the model camp where visitors could see soldier life, including bayonet practice, trench storming, etc.

War trophies captured from the Germans were also on exhibition and attracted a great deal of attention.

KEEP IT ON FILE

This is an issue that every reader of *Hardware and Metal* should keep on file for future reference. It contains views of the exhibits at the Canadian National Exhibition of some score of manufacturers all of whom went to a great deal of expense and care to present attractive showings. Each illustration shown in this issue contains some excellent display suggestions.

Several things contributed to the success of the exhibition this year, the good weather, the excellent exhibits, the attendance and the whole-souled patriotic interest of the Canadian public.

Among the features of the Exhibition, as usual, were the splendid exhibits of the manufacturers. In succeeding pages will be observed reproductions of a large number of these. While the Exhibition may be over, the effect of these exhibits and demonstrations upon the people of Canada will long remain. They mean that many new lines have been introduced to the general public and that the reputation of many well-known lines that have been on the Canadian market for years have been still further enhanced in the minds of the public.

And the fact must not be lost sight of that the visitors at the Exhibition were not all from towns and cities. Many thousands of the visitors are agriculturists; in fact, one day each year is called "Farmers' Day." It is doubtful if there is a community in any district in Canada, that was not well represented by visitors at the Exhibition.

Many manufacturers in their desire to place their products before the Canadian public, displayed handsome exhi-

View in grounds of Canadian National Exhibition.

bits in the buildings provided for the purpose, and in this way not only placed their wares before the visitors to the exhibition, but accomplished a great deal of missionary work which will, during the coming weeks and months, reflect to the advantage of retail hardware merchants in all parts of the Dominion.

On succeeding pages are shown reproductions of a number of the exhibits of manufacturers who have placed their goods before the public and thus co-operated with the retailer in his endeavor to reach the consumer.

This co-operation, if properly followed up by the retailer, will have widespread effects, and it should be remembered "that the flood, taken at its height, leads on to fortune." Now is the time when this co-operation should be taken advantage of to the fullest extent.

It is needless to state that the exhibits of the manufacturers were exceedingly attractive. A glance over the illustrations shown in the following pages will readily convince one of that. Manufacturers went to a great deal of expense to present their goods in the very best manner to the Canadian public, and they undoubtedly succeeded.

Another point to remember is that in each of these illustrations will be found an idea for a window display on the part of the retailer. The window is one of the most valuable salesmen in the retail store. Next to personal salesmanship it will undoubtedly sell more goods than any other medium, providing, of course, it is properly arranged.

From the exhibits reproduced here, retail merchants can also get some excellent suggestions which may be used in preparing booths and exhibits for local fall fairs, many of which will be held in various parts of Canada during the next couple of months, and at which a great many retail hardware firms will be represented. Attention should also be directed to the fact that all the exhibits at the exhibition were in charge of trained men who demonstrated and explained the uses and good qualities of the various lines, to thousands of visitors.

By their selling talks and the distribution of advertising material these men have interested many prospective customers, who in turn will visit hardware stores to make further inquiries and purchases. Retail hardwaremen and their salesmen during the next few weeks will meet many customers who will refer to goods they saw at the Canadian Exhibition and it is very important that hardwaremen should be prepared to handle all enquiries intelligently and promptly.

View in grounds of Canadian National Exhibition.

BEATING THE MAIL ORDER HOUSE

(Continued from page 37.)

pearing in the local paper?" was asked by Hardware and Metal.

"Well," said Mr. Thornton, "that was easy to know. You see I made statements in each ad to the effect that I had a better fence for less money than could be obtained by sending money away from home.

"Well, when you make positive statements such as that you have to have something behind your statement, as the farmers are always open to conviction, and so they inquired about our fence when in town. Some of these farmers placed their orders later when I called to see them. At the close of the first week's business I had taken orders for almost one ton of barbed wire, besides the business I had done in the woven wire fence. This was very encouraging for the first time out, and I began to realize that it was not because an agent had a smooth tongue that he secured the orders from the farmers, but more so because the farmers were in the market for the goods and would invariably buy if shown that the goods and prices were right. I did not have to cut prices. I had bought my fence right. I had the goods, and the farmers saw that my product was a good one, and this, together with the fact that the price was right, invariably had the desired effect on my prospects. At the close of my campaign as a fence agent I had sold almost two car loads of fence, or a little over 3,500 rods more than I sold the previous year.

"In addition to the sales of fence wire, I sold over half a ton of fence staples, which means a nice item itself. I also sold several sets of wire stretchers."

The "ad" reproduced here was taken from the local paper and shows the style of the advertising done by Mr. Thornton during the time he was on the road as a fence agent. The fence was handled at a minimum of expense, as most of the farmers loaded from the car.

Reproduction of photograph showing the very practical booth of Ronuk Products.

Practical Display of Ronuk Products

THE very practical exhibit of Ronuk products was especially interesting to housekeepers, as anything that is in the nature of labor saving usually is. The various products manufactured by "Ronuk," Limited, were neatly displayed around the booth, while the chief point of interest was that of a practical demonstration of these products. A section of the floor of the booth was inlaid with hardwood and on this "Ronuk" Floor Wax was demonstrated very satisfactorily. The new Ronuk Liquid Wax was also demonstrated. This Liquid Wax produces the same lustre as the paste wax, and is not so hard to apply. The liquid is sprinkled on a cloth, which forms a cover on a new style polishing device put up by Ronuk, Ltd., and is rubbed over the floor in much the same way as if the floor were merely being dusted. The special feature of the Liquid Wax is the fact that a heavy polishing brush is not required to produce the necessary gloss, but the light device sold especially for the liquid is all that is required. The action of this polisher is much the same as the polishing brush, only that the Ronuk Floor Cleaner and Polisher does not require the strength to operate. A child can polish the floor with this new device. It is also appreciated by those who have used it on account of simplifying the work. It is not necessary to kneel down to lay the wax on the floor, as the cloth that spreads the wax is removable and another polishing cloth is adjusted in less than one minute. Those in charge of the display were kept very busy demonstrating and taking orders to be delivered by the regular dealer to the customer's house. This is the second annual exhibit made by Ronuk, Limited, and the publicity gained by exhibiting at the Canadian National Exhibition should mean an increase in the amount of "Ronuk" products sold by the retail dealer, as the hundreds who visited the display each day expressed their intention of using this wonderful polish.

Excellent display of Jewel Stoves and Ranges by Burrow, Stewart & Milne Co.

THIS year's display of stoves at Toronto Exhibition was probably the finest and most complete ever seen there. The disturbed conditions resulting from the war do not seem in any way to have affected the displays made by the various Canadian stove manufacturers. What was lacking in quantity, if anything, was made up by the class of goods shown in the new designs and handsomely finished goods that are everywhere in evidence. "Better than ever before," is the only phrase that adequately describes the "Jewel" exhibit of the Burrow, Stewart & Milne Co., Ltd., of Hamilton. New goods are shown in practically every branch of their business, steel ranges, cast ranges, heaters, and especially in the well-known line of "Jewel" gas ranges. The reproduction shown here gives some idea of the class of goods displayed. In general it may be said that in point of finish the stoves were certainly at their best, and had just enough trimmings to make them look attractive and give a rich, handsome appearance.

Every line shown was certainly most tasty, both in quantity and in the arrangement. The important matter of workmanship, and quality of material used in their construction, is the mainstay of "Jewel" Stoves. The success that has attended the firm in their long experience of over fifty years has been brought about by making goods that are right in every detail. Quality first, then price, and it is generally accepted that the price is right. There is no skimping with "Jewel" Stoves; the weight of the castings and the gauge of the steel used is what it should be in every case. There is no substituting of sheet steel, where cast iron should be used. Sheet steel is all right when used in the proper place and of the proper gauge, but otherwise it is all wrong and liable to rust or burn out long before the life of the stove should be over. The best evidence that can be given to bear out the foregoing statements is the fact that the firm are still supplying repairs for ranges, cook stoves and heaters made from 1880 to 1890 (from 25 to 35 years ago), old "Jewel" ranges, Victory base-burners, etc.—some of the older dealers will remember them.

Most prominent among the lines shown this year are the Royal Jewel and the Northern Jewel Steel Ranges, and the Social Jewel cast range with and without gas extension. The variety of heaters both for coal and gas is also up to the minute. Jewel gas ranges have been transformed, and are certainly in the front rank for finish, good features and variety of styles. Burrow, Stewart & Milne are also manufacturers of scales, and a large variety are shown in the exhibit. Designs of all kinds were to be seen, including the new Bathroom scale with new style crown beam and measuring rod. Also white enameled nursery scales, an improved article for use in the nursery for weighing infants.

Parcel Post scales and a new 25-lb. Household Scale were shown along with other lines. The Burrow, Stewart & Milne Co. was established in Hamilton in 1864, and incorporated in 1898. John Milne is the president and general manager.

The company has branches in Toronto, Montreal and Winnipeg, and are well known to the Canadian hardware and stove trade. They report that indications for a brisk fall trade are excellent, and also expect a normal season's trade.

Fine exhibit of stoves and heaters by The Thos. Davidson Manufacturing Company, Limited.

THE THOMAS DAVIDSON MFG. CO., LIMITED, EXHIBIT.

THE point of vantage in the Stove Building occupied by the Thos. Davidson Mfg. Co., Limited, proved to be one of the most interesting spots in that building. People from the city and from the farm stopped to examine the stoves on display; the children stormed the booth to get the **souvenirs** from the smiling men in charge. After regular rushes of the "souvenir hunters," those in attendance would get down to business and explain to the many inquirers the advantages and special features of the various lines of stoves and ranges, and many householders (both from the city and from the country) looked over the entire line each day, and were delighted with the splendid assortment shown.

Much interest was shown by the visitors from the country districts in the exclusive line of coal or wood ranges that were shown at the exhibit. The display was of great value, and proved why it is that users of the "Davidson's Stoves" are so thoroughly pleased with them; and it also enabled the stove dealers to get a better idea of the new and splendid lines which the company are bringing out.

The line of "Premiers" that were shown was exceptionally fine, and many favorable comments were to be heard by those who visited the exhibit. The "Premier" family comprises:

"Premier-Marathon."
"Premier-Leader."
"Premier-Royal."
"Premier-Chieftain."
"Premier-Cordova."
"Premier-Argus."

"**Premier-Marathon**" is a range that has stood the test of time; the body is made of extra heavy polished Wellsville steel, and is heavily insulated with sheets of asbestos mill board. The fire grate and linings are exceptionally heavy, insuring durability, and is most economical on fuel. The oven is made of heavy steel strongly braced to prevent buckling or warping. The "Premier-Marathon" can be supplied in several sizes: square or with reservoir, with tea shelf, high closet, or with the attractive Persian closet.

"**Premier-Leader,**" as the name indicates, is a "leader" with the people; it is a very attractive range, made of heavy material; is most economical on fuel, and is sold at an exceptionally moderate price, which was a surprise to the many inquirers. This range can also be supplied in various styles and sizes.

"**Premier-Royal**"—the range that will last a lifetime. It is a high-class cast range, without an equal, and is very popular. The material used in its construction is the very best: the oven is specially ventilated, carrying off all cooking odors. This range particularly appealed to people from the country, who demand the very best in a cast range.

The "**Premier-Chieftain**" is a moderate-priced cast range, and is exceptional value. This range is particularly attractive, and appealed to the residents of Toronto and other cities and towns, where kitchen space is a consideration. This range can be supplied in two sizes and the various styles.

The "**New Tiger**" **Heater was also featured very strongly,** and words of praise were to be heard regarding the appearance. It is a splendid heater for all fuels; the body is made of heavy polished steel, and the nickel trimmings are very attractive. This "**Tiger Heater**" is suitable for the home, store or office, etc.

There was a splendid display of their well-known "**Beaver**" brand, Quebec style heaters, and they were admired by many of the visitors.

In addition to the splendid line of stoves and ranges, there was on exhibit the "**Sterling**" **Washing Machine,** manufactured by the same firm. The interest that was shown by the visitors in this all metal washer was most pleasing to those in charge, and the many features regarding the Sterling were repeated many times during the Exhibition.

The "**Frost River**" Refrigerator was another interesting feature of the exhibit. This all metal refrigerator is widely known, and is much superior to any other on the market.

Neat display of stoves and heaters by The D. J. Barker Foundry Co., Limited.

CHAMPION SUMMIT RANGES.

THE D. J. Barker Foundry Co., of Brighton, had a display of stoves and ranges which was always a centre of interest. An outstanding feature was their Champion Summit ranges with syphon flue, for which strong claims are made as a coal saver and perfect baker and heater. Certainly it would appear that in these ranges the stove dealer has one of the most convincing talking points. Nine women out of every ten on inspecting a range will ask what it can do in the matter of heat regulation, whether in baking it is necessary to maintain a full capacity fire, and what amount of fuel is required in order to secure efficient service. Is this range always ready to bake? is the question that has caused much experimenting, and the Barker people claim to have solved it in a most practical way. They stand behind their Champion Summit ranges and guarantee them to be perfect in construction, and to be the quickest and best bakers made.

The syphon flue secures full efficiency of heat for the amount of fuel consumed. It pours the heat direct into the oven, keeps the heated air in constant motion, equalizes the temperature, making a quick, uniform baker without special fire. It is claimed that the syphon flue saves one-third of the fuel by this method of heat direction and circulation. Dealers will do well to get particulars of this range.

The Silver Summit, which also features the Barker line, is a range made of a special iron, guaranteed anti-rust and not to pit. The qualities of this metal are such that no stove or furnace in which it has been used has ever become unserviceable because of corrosion. Dealers can recommend this stove because, lasting many years longer, it costs less in the end.

One of the strongest points in the Champion Summit line is the fact their manufacturers guarantee the fire backs of all ranges for five years. Stove men will recognize in this definite provision a solution to one of the most vexed problems in their business. It further demonstrates the confidence of the makers in their stoves.

The D. J. Barker Foundry Co. will shortly move from Picton to their new factory in Brighton, where they will have greatly improved facilities. The manager, J. J. Hickey, is one of the most practical and thoroughly experienced stove builders in Canada to-day—a fact that is being demonstrated by the showing already made by the Barker line.

The Pearl Summit is made in four sizes, with ovens up to 20 x 20, and supplied with low shelf, high shelf, high closets, nickel or glass oven doors. The very best material is used in its construction, and it is in every way a desirable range for the dealer to include in his stock. It is a range that meets the problem set up by scientists that fully 50 per cent. of fuel goes up the chimney as waste through imperfect combustion. The solution is the syphon flue—a feature which is creating a strong demand.

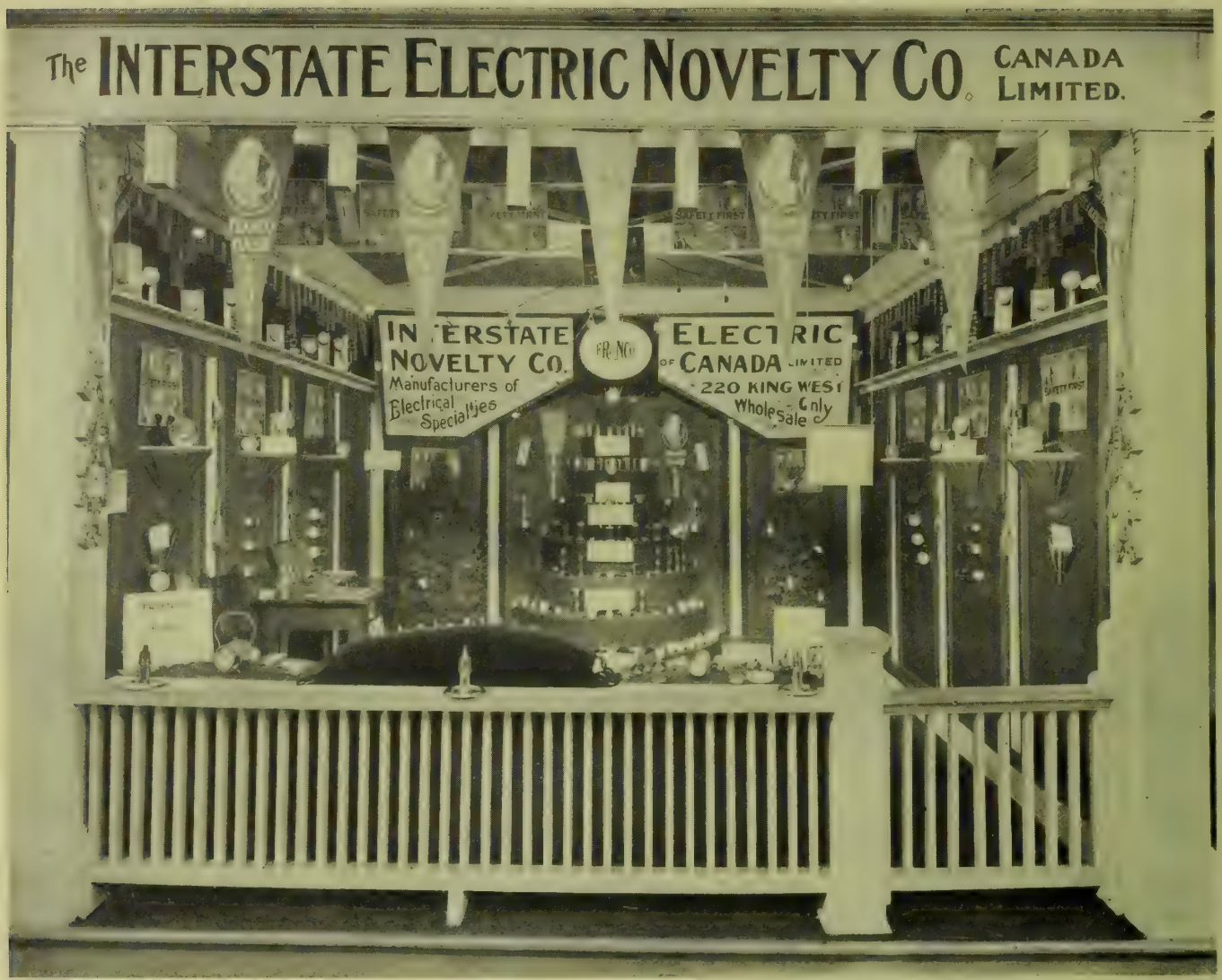
Another feature of the D. J. Barker display was the Brighton Challenge, a combination coal and gas range. Each section being distinctly separate, yet the whole is so compact that the range bulks no larger than an ordinary gas range. The oven is also equipped for gas. For districts where the natural supply cannot always be depended upon, there can be no better heating or cooking equipment. Its construction indicates that the builders have a sound, practical knowledge of requirements, and this in itself explains the interest shown in the stove during the two weeks of the Fair.

An interesting display of rubber products by the Canadian Consolidated Rubber Co., Limited.

CANADIAN CONSOLIDATED RUBBER CO.

THE extent to which the Canadian Consolidated Rubber Co. figures in supplying rubber goods to the people of the Dominion was well exemplified by their large, varied and handsome exhibit at the Canadian National Exhibition. There were to be found all the important rubber products that are sold in our stores to-day, also many lines that the stores do not carry. Much interest was manifested by the crowds of Exhibition visitors around the Canadian Consolidated Rubber Company's booth, and advantage was taken by these visitors to learn first-hand information from those in charge of the booth how the renowned products for which this company have become famous are made. The large biscuits or rolls of unwashed rubber on display were the cause of many inquiries, and as the tale was unfolded to the curious ones, from the first stage of the rubber as it comes from the huge trees in the Brazilian forests and through the various stages of manufacture to the finished products, many expressions of satisfaction were to be heard. Dealers who visited the booth found a most interesting and educative exhibit, and there is no doubt that they were well repaid for their visit. The booth was tastefully decorated, long rubber strips in the second stage of manufacture being used for festoon purposes. Plants, ferns and flowers added to the attractiveness of the booth. Inside the booth and behind the table showing the crude rubber were three show cases containing finished rubber products. One case contained a good assortment of drug sundries, such as hot water bottles, syringes, rubber brushes, etc. The centre case contained a well-assorted stock of rubber footwear, various styles of rubbers, overshoes, etc., which were shown to good advantage. A display of the celebrated Fleetfoot Brand of sporting shoes was exhibited in the case to the left, proving of interest to many. The many styles shown are suitable for all occasions and all sports, and it was a revelation to many who viewed the display to see such a splendid assortment. Behind the show cases was a very complete display of rubber goods of a mechanical nature. Firemen's supplies and hose of all description were shown. A good display of raincoats was also shown, also sportsmen's waders, military boots, rubber belts and other sundries.

W. S. Martin, who was in charge of the Exhibit, was one of the busiest men at the Exhibition. His duties, explaining the process of the manufacture of rubber, kept him busily engaged giving out the information to the constant crowds in front of the booth.



Excellent display of electric novelties by the Interstate Electric Novelty Co. of Canada, Limited.

SUPERIOR DISPLAY OF ELECTRIC NOVELTY CO.

THE splendid assortment of electric novelties shown by the Interstate Electric Novelty Co. of Canada, Ltd., was commented on by everyone who saw the display. Novelties in every conceivable form were to be seen, and not only novelties, but scores of very useful articles were to be found in the exhibit and demonstrated how the electrical business has advanced in recent years.

In the foreground of the booth a black velvet cushion showing various designs in tie-pins was to be seen. These pins were connected with a battery, and those in charge of the booth attracted much attention by illuminating the pins.

Not the least of attractions was that of a small Teddy Bear whose eyes became illuminated by simply pushing a small button. A complete line of the celebrated "Franco" flashlights was also on display. Flashlights suitable for every purpose and every person were on view, and it was interesting to see the many excellent features that are now shown in these useful flashlights. Everything from an imitation cigarette case to a farmer's lantern was displayed.

Special interest was shown in the Wireless Non-short-circuit Tubular Flashlights. These tubular Fibre Flashlights are the only fibre flashlights on the market that will not short-circuit and light when in contact with metal.

They were shown in nickel and black leather finishes. The telegram sent by the Company from the Panama-Pacific International Exposition stating that the Franco line of flashlights had been awarded the gold medal was on view. The gold medal awarded was also on view later, but not so prominently as the telegram.

An excellent line of bicycle, motorcycle and carriage lamps were on display and several dealers placed orders for them at the booth. A very special and attractive catalogue is issued by the Interstate Electric Novelty Co. for the trade. It is gotten up in loose-leaf form, and contains the most complete line of electrical devices ever offered to the trade. W. G. Graham and J. D. Bryan, in charge of the booth, met a large number of hardware dealers during the Exhibition and a very satisfactory business resulted from the exhibit.

With the thorough distributing arrangements dealers can secure Franco Products in the larger cities of the Dominion and save considerable in expressage, besides avoiding loss of time in getting material.

A full stock of electrical supplies as were on view at the Exhibition are carried at 220 King St. W., Toronto.

The Hamilton Gas Mantle Co.'s practical booth at the Exhibition.

Hamilton Gas Mantle Company

ONE of the most interesting and instructive exhibits at the Exhibition this year, was that arranged by the Hamilton Gas Mantle Co., Ltd., of Hamilton, Ontario. The crowds which gathered around their stand were shown the sewing, dipping, seasoning and hardening of a mantle, both in the inverted and upright styles.

These mantles were all treated and manufactured under the "Laddite Process," the exclusive rights of which, for Canada, are controlled by this company.

The webbing used in the manufacture of the Laddite mantles is what is known as ramie, which is obtained from the fibre of a grass grown in India. This webbing is impregnated in a solution of chemicals, modelled, and then the fibre is entirely burnt out on the seasoning machines, under high-pressure gas.

It was shown by the company that the mantles, when run through and seasoned under the "Laddite Process," were more durable, and the ash became quite wiry. They demonstrated this by tossing the mantle about, and vibrating it several hundred times on a specially constructed machine.

They also demonstrated the use and manufacture of mantles for special systems, such as acetylene-air gas, gasoline, and high-pressure coal gas.

Although the Company has been manufacturing only twenty months, they have now introduced their mantles into all the principal gas companies in Canada. They have also established large connections in the West for their soft rag and loop mantles, for the gasoline hollow wire systems.

The Company have already been awarded two Gold Medals for the excellence of their product.

Mr. Wm. H. Thorpe, their representative, who was in charge of the Exhibit, very gladly explained the process to all interested parties.

THE ASBESTOS MFG. CO.'S DEMONSTRATION BUNGALOW
AT THE NATIONAL EXHIBITION GROUNDS

ASBESTOS PRODUCTS AT THE FAIR

The products of the Asbestos Manufacturing Co., Drummond Bldg., Montreal, are very much in evidence at the Toronto Exhibition — in fact they are a particularly permanent part of it. The Manufacturers' Building, Women's Building, Police Station, Fire Hall and the huge new Cattle Arcade are all roofed with A S B E S T O S L A T E Cement Shingles.

To demonstrate other Asbestocement Building Materials, the Company erected on the Grounds last year, the neat little Bungalow illustrated. Asbestoslate was used for the roof and for part of the walls. ASBESTOS BUILDING LUMBER in half-timbered effect completes the outside walls, and is used around the verandah. The interior of the Bungalow is lined throughout with Linabestos, and shows it plain, painted and papered.

Linabestos offers all the advantages of other wall-boards, and another most important one which the rest all lack—it is absolutely fireproof, and will check instead of feeding a blaze that starts indoors.

Linabestos is made of Asbestos and Cement, in stiff, solid sheets 3-16 inches thick, 42 or 48 inches wide, and 4 or 8 feet long, so that it will fit the standard studding and joist spacing. It is attached with either screws or nails, panelled over the joists if desired, and finished with paint, tint, burlap or wall paper. It cannot crack nor come loose, and makes walls and ceilings that are both attractive and permanent.

Linabestos is particularly suitable for damp places, such as basements, laundries and bathrooms; for repair and alteration work; and for interiors of garages, tool-houses and up-to-date stables.

Every hardware man who is looking for his share of the building trade should certainly know and sell LINABESTOS. It is "Made in Canada" in the Asbestos Mfg. Co.'s big plant at Lachine, P.Q.

Superior display of "Shouperior" goods by the Autographic Register Co.

THE DISPLAY OF THE AUTOGRAPHIC REGISTER COMPANY OF CANADA, LIMITED

WHILE this company has been established and doing business in the Dominion of Canada for the past seven years, it is only their third successive year as exhibitors in the Canadian National Exhibition at Toronto, and as they are a very progressive concern, they have grown in leaps and bounds, and expect to be regular exhibitors every year hereafter.

The increased growth of this concern has made it necessary to re-organize their commercial and manufacturing departments to meet the demands of the trade, which has recently been done quite successfully by Mr. A. G. Pierce, formerly the efficiency engineer of the mother company, the original inventors of Autographic Registers, doing business in the States more than third of century.

James C. Shoup was the original inventor of the first Autographic Register known to man, and from the superiority of the product over the old-style pad and pencil method, the two words "Shoup" and "Superior" were coined into one word, "Shouperior," and registered in the Patent Offices of both the United States and Canada as the company's trade mark, therefore all systems, devices, etc., sold by this company are known to the trade as Shouperior.

There are more than 100,000 of these devices in use to-day in a hundred different styles and sizes, and used in the offices for facilitating the business systems of more than 600 different kinds of businesses, wherein the devices are employed on a variation of more than 300 different kinds of systems, and there is no business system in existence requiring the execution of a record in multiple sets that cannot be greatly facilitated by the adoption of some one Shouperior device or another.

The particular features of the device are the facts that record blanks are printed and prepared in roll form, as are also carbons, which are so situated in the device that their action is transversely to each other. This is precisely what Shouperior does and in the most economical and efficient manner possible.

A special force of experts have worked on a problem for years, with the result that they are now rewarded in their new and latest device called the "Shoupaligner."

The "Shoupaligner" is a device that delivers the forms in perfect alignment and registration with each other, and at a predetermined distance regulated by punch holes in the form used for filing purposes; or, in other words, an exact measured delivery, which means that the device overcomes all possible faults in the printing of roll stationery and controls everything in absolute uniformity. The device is made foolproof, and cannot be operated wrongly, and while extremely simple in mechanism, it accomplishes wonderful results.

The new device is now being manufactured and will be on the market in the course of a few months, and all concerns interested in economy and efficiency pertaining to their clerical routine will do well to enquire of the company for further particulars regarding this newer device for business systems in general. They are represented in all principal cities of the Dominion, having general office and factory at 10 St. Peter street, Montreal.

The **"WEAR-EVER"** display at the Canadian National Exhibition attracted great attention for the same reason that a display in your window will attract attention.

BECAUSE

"WEAR-EVER" utensils are the most extensively advertised aluminum utensils on the market to-day.

"WEAR-EVER" utensils are made in the largest and most modern factory of its kind in Canada.

There are over one hundred thousand satisfied users of **"WEAR-EVER"** in Canada.

There are **"WEAR-EVER"** utensils for every purpose—more than 500 shapes and sizes.

Aluminum utensils are NOT "all the same."

The enormous pressure of huge rolling mills and stamping machines makes the metal in **"WEAR-EVER"** utensils harder than the metal in utensils made in any other way.

Metal that cracks or tears under the strain is rejected. Only the best metal can stand the strain—and that is the kind you get in **"WEAR-EVER"** ware.

Replace utensils that wear OUT with utensils that **"WEAR-EVER"**

Attractive display of O-Cedar Mops and Polish.

O-CEDAR MOP DISPLAY

THERE were large crowds of women around the booth of the O-Cedar Products from early morning until late at night. There was no place under the grandstand that attracted more attention than did the booth where the popular polishing mop was exhibited. When it is a question of reducing labor in the house you can usually depend upon the women to become interested immediately. There is no invention of recent years that has done more to lighten the labors of housework than the O-Cedar Polish Mops. The many excellent features of this mop were effectively demonstrated at the exhibit, and thousands of women who have not already used this wonderful mop signified their intention of so doing at an early date. The demonstrators in charge of the booth showed the interested visitors how to use the mop by actual demonstration on a hardwood floor. There were a number of new features in the exhibit this year, the mop being shown in two styles, triangular and round, and each style was also shown in two sizes. Many pleasing remarks were to be heard when the demonstration had shown the several features of the mop and polish. Those who had not yet tried the O-Cedar Mop were surprised to see it actually clean, dust and polish and impart that high lustre that has made the O-Cedar Mop famous. In addition to the mops shown at the exhibit there was also on view the O-Cedar Duster. This duster belongs to the same family as the mop, only the duster is intended for furniture more so than floors. The duster was also demonstrated most effectively and the results from the demonstrations made by the manufacturers of this product will be reaped by the hardware men who put these goods to the front. The popularity of these goods is attested by an almost universal sale, but there are many who have only been made acquainted with the merits of the O-Cedar Mop during the recent exhibition, and dealers who were visitors expressed the opinion that much good would result from the display.

PRACTICAL BOOTH OF A. RAMSAY & SON

THE booth of A. Ramsay & Son, paint manufacturers, appealed very strongly to housekeepers, also painters and decorators. As can be seen from the reproduction, the booth was divided off into sections and each section was finished to represent some room in the house. Ramsay's Products were used in the decorating.

The absence of cans and containers did not deteriorate the value of the booth, but rather added to the display, as each section from the hall, finished with Ramsay's Floor Wax, to the kitchen with its spotless walls finished with Dulltone, showed up to better advantage.

A. E. Oakley, in charge, explained in a masterly way how to apply the products as were shown at the Exhibition.

ATTRACTIVE DISPLAY OF CRAYONS, ETC.

THE display of Binney & Smith's products under the grandstand called forth much praise from the many interested visitors to the Exhibition. As a means of attracting the attention of the visitors, very clever drawings made with crayons manufactured by Binney & Smith were hung around the booth. "Soft Pastel," "Hard Pastel," "Crayola" crayons were used in making these excellent examples of crayon drawings. In the centre of the booth was shown a banner containing the awards given to Binney & Smith at the Panama-Pacific International Exposition at San Francisco this year. The above company's products were awarded the "Medal of Honor," being the highest award obtainable, this being higher than the gold medal. The photographs of the exhibit at San Francisco were displayed in the booth and were admired by everyone who visited it.

Binney & Smith manufacture a large assortment of crayons of all kinds, and are specialists in lumbermen's crayons, carpenters' chalk in various colors, also soapstone pencils for metal workers. A feature was made of a special composition metal workers' crayon known as "Pyrotalcal." This crayon is put up in convenient sizes.

Another specialty is that of a popular school crayon known as "An-du-septic." This crayon is a dustless black-board crayon, and is used in all the public and separate schools of Toronto as well as many other schools in the Dominion.

Mr. H. F. McIntosh, selling agent for Binney & Smith, is stated to have had many calls from dealers, and he expected that since the thousands of people who had visited the booth had seen the possibilities of crayons there would undoubtedly be good results obtained from the exhibit.

A full stock of supplies is carried by Mr. McIntosh at 82 Richmond Street East, Toronto.

New Hardware Goods

Offered Canadian Hardwaremen

SAFETY SLEDS

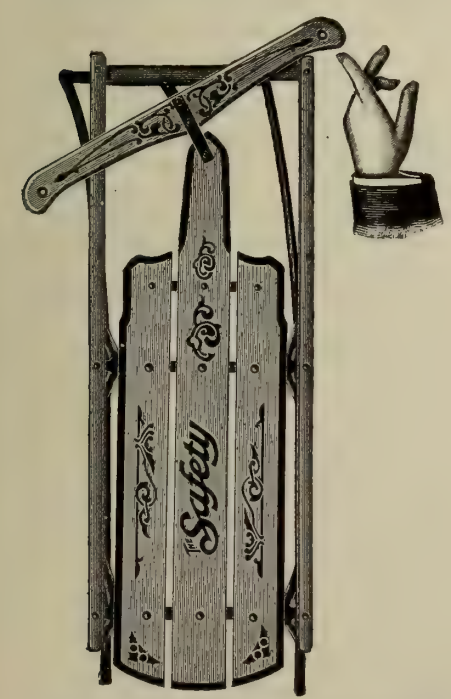
Canadian Warren Axe & Tool Co., Ltd., St. Catharines, Ont., offers to the trade a line of "Safety Sleds," made in Canada. The accompanying illustration shows one of the sleds. The makers direct attention to the remarkable steering radius obtained by simply bending the silver spring steel runner and not the wooden frame. The safety runner is made, it is claimed, from the best silver spring steel, and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface. The safety runners will not skid, except on clear ice, where the makers claim no runner can be honestly guaranteed not to skid.

The top does not move on the Safety Sleds, therefore there is no danger of pinching the fingers of the rider when guiding the sled. The strain on the centre board of the sled, as well as the rivets holding same in position, is reduced at least one-half.

The steering bar is placed at a suitable distance from the front ends of side rails, so that it will not slip over the ends and pinch the fingers of the rider when guiding with the hands.

The Safety Sled is made, it is claimed, from the best suitable material and every part riveted. They are neatly striped and decorated.

The sleds are made in six sizes. Complete details can be secured from the above named manufacturers.



Safety sled showing steering apparatus.

HELDTITE LATHER BRUSH

Heldtite Brush Co., Inc., Troy, N.Y., offers to the trade the Heldtite rubitin lather brush, here illustrated. The brush is made with a stand up rubberoid handle, aluminum ferrule, pure rubber drip cup. The makers state that the brush is made of one material from centre to circumference, a choice, imported, unbleached stock, full of elasticity and snap. The rubber drip cup, it is said, prevents the lather from running down the shaver's wrist. It is made of high grade stock that will not harden. The makers also claim that neither the ferrule nor handle can swell, crack, or loosen.

Heldtite Lather Brush.

ALOXITE CLOTH ECONOMY STRIPS

The Carborundum Company, Niagara Falls, N.Y., has recently added Aloxite Cloth Economy Strips to its automobile accessory line. Aloxite is an artificial abrasive—being produced in the electric furnace—and is very hard and tough. It is particularly adapted to the work of the garage man.

The Aloxite grains are uniformly coated on cloth with high quality glue, and the cloth is cut into strips 11 inches long and 1¼ inches wide. Fifteen strips in assorted grits are put up in a neat package to retail for fifteen cents.

The Aloxite Cloth Economy Strips are said to be very handy around the garage. They can be used for cleaning spark plug points, magneto points, cleaning off rust from metal parts, and for a dozen and one purposes.

Canada Paint News

The Canada Paint Co., Ltd., Montreal, recently introduced the "Canada Paint News," a magazine of helpfulness for paint dealers and consumers. The object of the first number is to describe the company's facilities for manufacturing and handling a wide range of paints and varnishes. A number of special articles, prepared by superintendents of the company's departments describe in detail the manufacture of ready-mixed paint; how dry colors are made; pure linseed oil in the making; an interesting description of varnish making; mining and treating of oxides at Red Mill. The "Facilities Number," as the first issue is called, is an attractively gotten up booklet, consisting of 16 pages, and showing many views of the extensive plant of the company. A large number of very interesting illustrations showing machines used in making paints, etc., have been used in connection with the articles describing the manufacture of various paint products. The introduction, by H. W. Aird, manager, gives some interesting data regarding origin and growth of the Canada Paint Company.

SEND IN YOUR RAZORS.

Old or spare razors are needed for the troops at the front. Large numbers have already been received but many more are needed. Hardwaremen throughout Canada are co-operating in the movement. Are you doing your bit? Hardwaremen are requested to kindly forward razors without delay to Thos. B. Lee, 30 Front St. East, Toronto.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

E. A. Whitten Married

Bracebridge, Ont.—The marriage took place last week of Miss Myrtle Janet Wadsworth and Ernest Albert Whitten of the Whitten Hardware Co. Mr. Whitten is a member of the Executive of the Ontario Retail Hardware and Stove Dealers' Association.

Addition to Plant

Beatty Bros., Limited, Fergus, Ont., announce that they will build an addition to their London, Ont., plant this fall. The new building will be two storeys, 50 x 52 feet. Two new lots have also been purchased and added to the firm's London property and will be used for the storage of lumber. The addition to the London plant has been found necessary owing to a steady increase in the firm's pump business.

Business Changes

Stratford, Ont.—The store of Smiley & McCandless has changed hands. The successors to Smiley & McCandless are Wm. Cassidy and F. Martin. Mr. Cassidy was formerly in the hardware business in Paris, Ont.

Haileybury, Ont.—The hardware business of the Bell & Rochester Hardware Co. and S. Norfolk have been amalgamated. The Norfolk store has been closed, and the new firm will be known as Norfolk & Rochester, Limited.

Joins the Colors.

Winnipeg, Man.—S. G. Lydiard, who has been representing Sherwin-Williams in the West for a number of years, has responded to the call of the Empire and has joined the 99th battalion. Mr. Lydiard was the recipient of a wrist watch from the members of the staff.

Toronto, Ont.—The following members of Aikenhead Hardware, Limited, staff have enlisted for active service at the front; in fact, the first five mentioned are already abroad: Messrs. Bert Pearson, Harry Jones, Earl Bert, Egerton Savers, Moyes Clarke, Chas. Gatward, David Buchanan, Geo. H. Simpson, Thos. L. Reid and Geo. Gourlie.

Obituary

Brockville, Ont.—The death took place suddenly at Edmonton, Alta., of William Delahaye, manager of the Western branches of the National Mfg. Co. of this town.

Toronto, Ont.—The death took place suddenly at Hamilton, Ont., of Harry Eager, who for over 35 years was connected with Wood-Vallance & Co., and for many years manager of the firm's Toronto office. Owing to ill-health Mr. Eager resigned the managership of the Toronto branch last May.

Winnipeg Notes

Mr. Wolfe of the Estevan Hardware Co., Estevan, Sask., was in the city last Wednesday.

J. J. Wilson, who runs a general store at Steeprock, Man., was in town on a buying trip last week.

T. M. Perry, hardware merchant of Estevan, Sask., arrived in the city recently and called on his jobbing friends. Mr. Perry reports the crops throughout his district to be in excellent condition and expects that business will be very good this fall.

Have These Been Stolen?

The police at Thamesville, Ont., have in custody two prisoners who refuse to disclose where they procured the following:—

15 new razors; 1 Gillette safety razor, plain silver case; 2 shaving brushes marked $1.25 each; 1 pocket knife, plain handle, 3 inches German silver bolsters; "Tecumseh" etched on one blade; 1 large pocket knife, 2 blade, marked Alvinston, Ont; 1 new vest pocket flashlight. The prisoners are on remand for two weeks, which expires shortly after the publication of this issue. A large number of hardware stores have been burglarized during the past few weeks and it is possible that the above goods have been taken from a hardware store. Any merchant who has lost goods similar to those described should wire John Coutts, police magistrate, Thamesville, Ont.

Personal

Harry C. Moran, of Wood, Vallance & Co., Hamilton, Ont., who underwent a serious operation in the city hospital on September 14th, is making satisfactory progress towards recovery.

Sydney S. Chipperfield, of Messrs. Blundell, Spence & Co., Limited, Hull, England, recently paid a visit to Montreal, calling upon William H. Evans, the Canadian representative of Blundell, Spence & Co. After a brief visit to Toronto, Mr. Chipperfield returned home via New York.

A few members of the trade who called on the jobbers in Toronto during Exhibition week included:—W. Peart, of Peart Bros., Regina, Sask.; A. W. McDonald, North Bay, Ont.; M. Sproule, of McDougal & Sproule, White River, Ont.; P. H. Mason, of Mason & Campbell, North Bay, Ont.; T. R. Lougheed, Gore Bay, Ont.

Ontario Incorporations

Pullman Motors, Limited, capitalized at $100,000, head office Toronto, to manufacture automobiles, auto-trucks, cycles.

Burnall, Limited, capitalized at $100,000, have been incorporated to manufacture lighting and heating plants, head office, Toronto, Ont.

The Thompson-James Company, Limited, head office at Toronto, incorporated to manufacture explosives of every description and capitalized at $40,000.

Dominion Incorporations

Flexible Metal Hose Company Limited, have been incorporated with a capital stock of $200,000 to manufacture facture flexible metal hose and other products, head office, Ottawa, Ont.

Zinc Company, Limited, head office, Sherbrooke, Que., capitalized at $100,000 have been incorporated to operate zinc mines and smelters.

The Patent Grates Company, Limited, capitalized at $50,000, have been incorporated to manufacture patent boiler grates, head office, Sorel, Que.

T. and K. Industries, Limited, head office, Montreal, capitalized at $50,000, have been incorporated to manufacture machinery, tools, etc.

Russell Fire Proofing Limited, capitalized at $250,000, head office, Russell, Ont., have been incorporated to deal in fireproofing tile, brick, floor tiles, pottery, etc.

Everyman's Car Company, Limited, capitalized at $40,000, head office, Ottawa, Ont., has been incorporated to manufacture automobiles, autotruck and motor vehicles of all kinds.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1015. **Toys, hardware, draperies, etc.**—A London manufacturers' agent is desirous of representing Canadian manufacturers of toys, and also of articles saleable to hardware merchants, drapers, fancy goods dealers, etc., among whom he claims a connection.

1017. **Wallpaper, unprinted.**—A firm of wallpaper manufacturers wishes to be placed in touch with Canadian exporters of unprinted wallpaper.

1018. **Steel hoops in one-half hundredweight bundles.**—A manufacturers' agent at Manchester wishes to be placed in touch with Canadian exporters of steel hoops in the following dimensions: ¾ in. by ⅛ in. 1 in. by ⅛ in., 1¼ in. by ⅛ in., 1½ in. by ⅛ in., 1¾ in. by ⅛ in., 2 in. by ⅛in.. 2½ in. by ⅛ in., in lengths of 24 feet folded in three. He also desires steel hoops in 16, 18 and 20 gauge, 1¾ in. to 2¼ ins. wide. and also 26 gauge, ⅞ in. wide; wire nails, wood screws, and fine-cut tacks.

1019. **Antimony**—A London firm who seeks supplies of antimony asks to be placed in communication with Eastern Canadian producers.

1021. **Bentwood furniture machinery.**—A firm in Glasgow wishes to ascertain if there are any Canadian firms who manufacture machinery for the production of bentwood furniture.

1022. **Birch planks.**—A London firm inquires for one thousand Quebec prime birch planks: 3 inches thick, 12 feet long and 9 inches wide. Price in shillings per cubic foot ex London dock less 3½ per cent. cash discount, and also price per plank. Quotations desired stating time of delivery.

1023. **Lumber.**—A Durban firm of commission agents requests correspondence from Canadian shippers of lumber for building purposes. i.e., deals, floorings, ceilings and scantlings.

1026. **Agent in France.**—A French gentleman who has had five years' experience in Canada would be glad to represent Canadian firms desiring to export to France, especially Paris.

1028. **Seal and cod liver oil.**—A firm of manufacturing chemists and importers on the east coast of England desire the addresses of Canadian exporters of seal and cod liver oil.

1029. **Trade in the Orient.**—A London firm having branches at Bombay, Calcutta and Colombo, and agencies throughout the Orient, are prepared to undertake the representation of Canadian manufacturers wishing to develop export trade in that market.

1030. **Wood alcohol, formaldehyde and acetic acid.**—A London firm seeks Canarian supplies of wood alcohol, formaldehyde and acetic acid.

TO LIST PROPERTY OWNERS

(Continued from page 36.)

basis. The merchants do not consider this a fair piece of legislation. They are always pleased to do a cash business, but they do not consider that the law should be retroactive, and many farmers have expressed the opinion that this amendment will not be to their advantage. The executive intends to take the matter up with the Government.

CONDITIONS IN THE HARDWARE TRADE

(Continued from page 35.)

the discussion emphasized the fact that through adequate co-operation and organization Canada can and will do much more towards meeting the most urgent needs of the allies at the present time—namely, the furnishing of the engines of war, including the manufacture of field guns.

It is expected that orders for shells in still larger quantities will soon be placed. One large firm in Montreal, in discussing this feature, said that they had received word from Ottawa, the tone of which was highly optimistic. Some manufacturers are now installing extra heavy tools for the production of 4.5 shells, the expectation being that the near future may warrant them doing so when still larger size shells will be called for.

Many inquiries have been received, and in some cases orders have been placed for lathes of 24 in., 26 in., and even larger sizes, for the production of 6-in. and 9-in. shells for the French and Russian War Offices.

The abnormal demand for billets and bars used in the production of various types of shells and component parts keeps the steel mills constantly going at about 100 per cent. capacity, and with orders on their books which cannot be filled for many months to come. If a supply of larger shells is demanded, and this seems more than likely, it will call for increased activity on the part of our steel producers to keep up the required supply of raw material.

Outside of the demand for metals used in making munitions, the metal markets are dull and weaker, with lower levels for nearly all metals.

In the paint trades there is a fair volume of trade passing, and retailers, although buying carefully, are sending in fair-sized orders. The chief feature in the paint markets during the past week has been the decline in the price of white lead, due largely to the continued weakness and declines in the pig lead market. Linseed oil, after a long period of weakness and continued price declines, has firmed up on account of the recent advances in the flax market.

There is a fair demand for glass in the smaller sizes for small buildings and repair work. The curtailment of building operations in the larger cities has had a serious effect on the glass trade.

WEEKLY PAINT MARKETS

(Continued from page 68.)

3 to 5 barrels	64c	67c
6 to 9 barrels	62c	65c

Turpentine.—Although there has been very little activity in the turpentine markets recently as regards the movement of supplies, an advance of 2c per gallon has gone into effect in the price of turpentine. There is no theory advanced here for the increase in price except that the price has been advanced in the primary markets. No reasons are forthcoming from the primary markets as to the cause, so it may be surmised that the advance may only be temporary. The quotations now ruling on the Toronto markets are as follows:

	Per Imp. gal.
Single barrels	64c
2 to 4 barrels	63c
5-gal. lots	71c

White Lead.—A decline of 50c per 100 lbs. in the price of white lead has gone into effect. A very small amount of business is passing and this, coupled with recent declines in the price of pig lead, is responsible for the decline. Some firms are selling at the new price, while there are others who at the time of writing have not been notified of the decline. Quotations on some brands in the current quotations have been changed this week. Others will probably follow next week.

Glass.—The amount of business being transacted in glass continues very poor.

Putty.—The demand for putty is quiet owing to the small demand for glass. There is no improvement expected until the operations in the building trades are resumed. Prices quoted on the Toronto markets are as follows:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders in barrels	3.10

Gasoline—Gasoline is firm at the recent advanced prices, and local jobbers state that higher prices may go into effect at an early date. The reason advanced for the rise in the price of gasoline is that gasoline is very scarce in the U.S. The new prices of 18c per gal. in 40-gal. drums and 20c per gal. in barrels and 17½c tank wagon, are being maintained.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The exceptionally warm weather of the past two weeks has had a tendency to slacken the demand for fall goods, although the outlook for fall and winter trade is very satisfactory. Retailers are buying carefully, but more freely than for some time. The metal markets are quiet, but weak. The chief price change during the week took place in the price of white lead which declined fifty cents per 100 pounds, following the recent declines in pig lead. Linseed oil has advanced following the higher prices on flax seed. Turpentine is firmer. There has been no improvement in building operations in the larger cities, but there is a fair amount going on in the smaller towns, and in the agricultural districts. Some lines of guns have been advanced in price during the week and price changes in a few other lines of hardware are expected in the near future. Reports from Western Canada are very optimistic, and hardware jobbers report a good improvement in business. Hardware stocks throughout the country have been very low and the increasing sorting orders may be taken to some extent at least as an expression of the optimistic feeling prevailing throughout the country.

MONTREAL

MONTREAL, Sept. 16.—The trend of business shows little change, although during the week the movement of fall and winter lines has hardly been what might have been hoped for; for this unseasonably warm weather may have been the cause. Generally the outlook is regarded as satisfactory in view of the prevailing conditions, but the hesitancy of the retailer to place heavy orders where he is not absolutely sure of a demand is still very much in evidence.

Price changes for the week are few and a number of adjustments which have been under consideration are unconfirmed owing to a postponement of a meeting of the Wholesalers' Association scheduled for Wednesday. A basis for galvanized iron is expected to be re-established at this meeting and it is not anticipated that the changes will be very important; Apollo and Colborne Crown are likely to be readjusted, however.

In the metals the actual changes in quotations are few, but the market is weak for tin, spelter and lead; as regards the latter, it might be said to be absolutely "sick," the American Trust price having declined twice during the week. Generally speaking, the metal market is very unsettled, perhaps more so than at any time since the period of chaos which prevailed for some time after the declaration of war.

Tin.—Tin is regarded as being weak at the present local quotation and the tendency is towards lower levels. New York is on the same level as at last report, but there have been fluctuations between times. There has been little business of late in the States and sellers are showing an eagerness to meet buyers on the present basis. The American consumption is excellent but consumers are well bought and they can see nothing to encourage them to buy futures freely at present. The situation appears to be sound, but people are not in the buying mood and it is doubtful if there will be a change in this sentiment until there is an improvement in the foreign exchange situation. The stricter enforcement of the British regulations regarding the exportation of plate tin has had some slight effect on American sentiment.

Spelter.—The local situation is given as unchanged but weak and this tendency towards lower prices no doubt finds birth in the States. New York reporting a decline of more than 1c since a week ago. Here, as in most of the other metals, the exchange situation appears to be the depressing feature and there is no snap to the market nor likely to be until the financial conditions are improved.

Lead.—The weak feature of the metals is lead. The local quotation has not changed, but the tendency is downward, and there are likely to be reductions if the present American market does not advance. Since last report there have been two important cuts made by the American Trust and followed by the independents and second hands. The New York basis is now 4½c. However, the Canadian trade must remember that the Canadian adjustments will not be on the same basis as before the war, owing to the increased duty of 7½ per cent. which must be taken into consideration. The present American quotation entirely wipes out the advances which were made after the outbreak of the war. So far as lead is concerned, the situation seems to be that the Trust has increased production to such an extent that, despite the talk of large war orders, there are greater supplies than required by the demand. It would appear that the aftermath of the manipulation of last summer is now being experienced.

Copper.—There is comparative firmness in the copper market both locally and outside. Advances in London and reports of serious strikes in copper mines in the Western States have caused New York to advance. However, the "American Metal Market" is convinced that the strength is largely due to sentiment and that there is no real consuming demand upon which higher prices are warranted.

Antimony.—The situation as regards antimony is very unsettled and when stocks can be secured at all quotations are purely nominal. The local reduction

MONTREAL QUOTATIONS.

Tin	42c-43c
Spelter	19c-20c
Copper	21c
Lead	6½c-6¾c
Antimony	35c
Solder, ½ x ½	26c-28c
Solder "strictly"	28c-30c
Aluminum, Ingot	50c lb.
Wire Nails	$2.50 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

of last week from 40c to 35c is probably an indication that most of the dealers have run out of their stocks of English antimony, and that the new price is for Chinese and Japanese.

Aluminum.—Stocks are very scarce and prices are altogether nominal. New York reports that, while there is practically no market there, lots of 10 to 25 tons are being offered at 50c. The figure mentioned is still being quoted locally also, but would seem likely to be advanced further.

Solder.—In sympathy with tin and spelter, solder is inclined to be easier, although the same range of prices continues. Half-and-half is quoted 26c to 28c and strictly 28c to 30c.

Galvanized Iron.—Although there has been no formal re-establishment of the quotations for galvanized sheets, which were withdrawn two weeks ago, it is generally understood that a working agreement has been reached which will probably be confirmed by the end of the present week. From information obtained it would appear that the old figures will continue for Canada plates, corrugated galvanized sheets and Queen's Head, Fleur-de-Lis and Gorbal's Best galvanized sheets, while Colborne Crown will be advanced about 50c all round and Apollo materially reduced. The following is expected to be the new schedule generally accepted:

Canada Plates.—

Ordinary, 52 sheets	$3.45
All bright, 52 sheets	4.40

	Galvanized		
	Apollo	Crown	Gorbals
18 x 24 x 52	6.00	6.00	6.00
60	6.25	6.25	6.25
20 x 28 x 47	6.25	6.25	6.25
20 x 28 x 94	12.50	12.50	12.50

Sheets.—

Corrugated, galv.

18 gauge, per square	$14.00
20 gauge, per square	11.00
22 gauge, per square	9.00
24 gauge, per square	7.50
26 gauge, per square	5.25
28 gauge, per square	5.00

Discount to dealers 20 p.c.

Galvanized.—

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5.40	5.15	5.40
22-24	5.50	5.30	5.50
26	5.75	5.45	5.75
28	6.00	5.75	6.00

Apollo		Colborne Crown	
14 gauge	$4.55	16-20 gauge	$5.10
16 gauge	4.55	22-24 gauge	5.30
18-20 gauge	4.75	26 gauge	5.55
22-24 gauge	4.85	25 gauge	5.80
26 gauge	4.95		
28 gauge	5.45		
10¾ oz.	5.65		

Less than case lots, add 25c.

Galvanized Products.—Galvanized products generally are inclined to be easier on the small demand which developed following the advances, and the lower prices now prevailing for spelter. However, even at the present price for raw material, manufacturers of certain lines of galvanized ware, etc., report that they do not feel warranted in going back into the production of goods which, even on the present basis, would be too high to retain their popularity in the face of cheap substitutes.

Lead Pipe.—If the present lead values continue for any length of time further reductions in lead sheets, pipe and other products of the metal may be looked for. For the present the quotation of 9½c for lead pipe and 10½c for lead waste pipe is continued.

Nails.—The new price for wire nails is well maintained. The advance has not had a favorable effect on business, but on the other hand the demand has not materially fallen off, there being a small movement of nails at this season in any event, especially in such a year as this has been.

Iron and Steel.—Quotations for many lines of iron and steel are very firm. In fact, several firms are quoting an advance of 5c, to $2.10, on bar iron. The demand for steel in connection with the manufacture of munitions, and also in the making of mechanic tools, has had its effect so far as this metal is concerned.

Screws.—While there is not a broad demand for screws, the prices are very firm on the influence of the American market. Also it is noted that there is a shortage of screws of the variety used in the manufacture of ammunition boxes.

Guns and Ammunition.—The movement of ammunition continues very satisfactory. It is noted that there is an increasing difficulty in getting deliveries, especially of metallic shells. This is the direct result of the war demands upon the ammunition factories. Also it is noted that the demand for single barrelled guns has resulted in a shortage in certain materials and there has been an advance of 5 to 10 per cent.

Rifles.—Adjustments to cover the increase of 5 per cent. on Winchester rifles and 10 per cent. on Stevens rifles have not yet been officially announced. It is expected that the new price of the Winchester line will be 7½ per cent. off.

Seasonable Goods.—Although the unseasonably warm weather of the past few days has had some effect on the call for fall and winter lines, it is noted that axes and ax-handles have been added to the active list and that there is a continued strong call for cow ties, as well as blankets, lanterns. etc.

Stoves and Furnaces.—Despite the conditions prevailing, reports indicate a very good demand for furnaces and a fair inquiry for stoves which is expected to broaden with the arrival of cold weather. Altogether the situation is reported as being a distinct improvement over a year ago, but a great deal more improvement might be shown without attaining to a normal season.

Sheet Zinc.—Dealers in metals, whose attention has been drawn to the fact that local quotations are about 5c higher than those prevailing in a Western city, state that a lower price than 25c is not warranted by the market and that anything under that indicates a purely local condition where jobbers with cheap stocks may be out to encourage business.

TORONTO

TORONTO, Sept. 17.—There is a noticeable improvement in the demand for general hardware lines. The splendid crop reports have had a good effect on trade and have created a more optimistic feeling than has existed for some time past.

The Metal Markets

The metal markets are still quiet and very little business is passing. Tin remains steady, and is quiet locally. The local price ranges from 39c to 40c.

Copper remains unchanged and is quoted locally at 19½ to 20c.

Spelter is scarce and is quoted locally at 16½ to 17½c.

The lead market is weaker. The price in effect locally is 6¼c.

Antimony is quiet and is quoted at 36c while aluminum is very scarce and is quoted at 50c per pound.

The steel trades are running 100 per cent. capacity on account of demand for materials for shell making.

Rope.—Cordage jobbers state that a fair volume of business is being transacted, also that the prospects for a good fall trade are very bright. The prices on all kinds of rope are holding firm, and are quoted on the Toronto markets as follows:

TORONTO QUOTATIONS.

Tin	39c-40c
Copper	19½c-20c
Spelter	16½c-17½c
Lead	6¼c
Antimony	36c
Aluminum Ingot	50c
Aluminum Pattern	48c lb.
Solder, ½ x ½	24c lb.
Wire Solder	27c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Solder, Wiping—	
Acme	21c
Commercial	22½c
Easy	22c
Star Extra	25¼c
Strictly standard wiping	25¼c

	Lb. basis
Pure Manila	16c
British Manila	13½c
African Hemp	13½c.
Sisal	11½c

Binder Twine.—The season for selling binder twine is practically over, as is indicated by the small amount of business transacted by jobbers during the past week. Local jobbers state that this season has surpassed any previous season for many years as regards the quantity of binder twine sold, also that repeat orders came in from almost every section of the country where dealers thought they had ample supplies. The shortages which were reported through the press, apparently were only nominal shortages as the local jobbers have been able to meet the unusual demands with representative stocks.

Nails.—The advance of 10c per keg on wire nails, quoted in last week's report, which placed nails at a base of $2.45, is in effect with all jobbers. The price is reported to be very firm owing to the high price of rods, and in all probability a further advance will go into effect at an early date. The advance in price affected wire nails only; the prices of other nails are shown in the current quotations.

Galvanized Sheets.—The fact that the recent high prices and lack of demand have reduced the consumption of galvanized sheets to a very low point has had a tendency to create price-cutting on the part of some dealers to secure the small amount of business that is passing. Lower levels in the price of galvanized sheets are predicted. The prices shown in the current quotations are general on the local markets, but in some cases these are shaded a little in some quarters.

Brass Jack Chain.—In sympathy with the high price of brass, a further increase in the price of brass jack-chain has gone into effect. The new discount is now 20 per cent. off list against 35 per cent. as formerly. The latest increase makes a total increase in the price of brass jack-chain of exactly 100 per cent. more than the price was at the commencement of the present war.

Shotguns.—Although there has been no definite change, it is predicted that the price of all single-barrel shotguns is going to advance. The nature of the advance has not come to hand, but it is expected that within the next few days the trade will adjust the price to cover the recent increase.

Arms and Ammunition.—The regular fall pastime does not seem to be affected in any way by the war as local dealers state that the sale of arms and ammunition is equal to that of a year ago. Loaded shells are moving very freely. Rifles are selling well, as also are double-barrel shotguns.

Stoves.—Owing to the unusually warm weather which has prevailed this month, stoves and heaters have not received much attention from the general public. Before interest can be manifested by the consumers, a cold spell will be very necessary. Even though very little actual business is passing in the stove line, manufacturers are very optimistic about the coming fall trade, as it is the belief of the majority of manufacturers that the prosperous conditions that exist in all parts of the country are going to stimulate the stove trade to a great extent.

Cutlery.—A fair cutlery trade is reported among the trade, considering the lines that are available. Increasing difficulty is being experienced by the majority of wholesalers in getting shipments of Sheffield cutlery owing to the labor troubles that exist in England. A shortage of raw material and other supplies is also attributed to the cause. Prices on all lines of cutlery remain very firm.

Harvest Tools.—The price of harvest tools for the coming year is unchanged and orders for spring delivery will be booked at the same discounts that were ruling during the past year.

Seasonable Lines.—The movement of seasonable lines is improving, and there is a fairly good demand for horse blankets, lanterns, lamp burners, cow-ties. Shipments have been made during the past week to the north country of fairly large orders containing snow-shoes, snow shovels, foot warmers, sleigh bells and other winter supplies, which indicate that the northern dealers are preparing for the winter season.

Waste.—A very good volume of business is being done by local jobbers in all kinds of waste. The prices are holding firm and there is said to be possibility of a further advance in the near future. It is claimed that the increased prices for raw material make it necessary to again advance the local price of waste. Nothing definite as regards the proposed change is available.

LONDON

LONDON, Ont., Sept. 10.—Local jobbers state that business continues very fair, also that collections are fairly good.

Many merchants from Western Ontario are in the city for the annual Western fair. Excellent displays of stoves and hardware exhibits are shown at the exhibition by retailers this year as usual. Many of the local merchants are featuring special window displays during fair week.

Seasonable goods are moving now, and a good fall trade is looked for among the local jobbers. There are no price changes, although a decline in lead and an advance in oil may take place towards the end of the week.

Linseed Oil.—The demand for linseed oil continues slow, and prices remain firm. During the past week the flaxseed market strengthened considerably, owing to the inclement weather in the West. This had its effect on the linseed oil market, but only to strengthen the price, no actual change in price having taken place so far. The following figures are being quoted for linseed oil on the local markets:

	Raw.	Boiled.
1 to 2 barrels	65c	68c
3 to 5 barrels	64c	67c
6 to 9 barrels	62c	65c

Turpentine. — Although no actual change has taken place in the price of turpentine, it is expected that a change is very probable at an early date owing to increased prices ruling on the Savannah markets. The present prices ruling on the London markets are as follows:

	Ped Imp. gal.
1-barrel lots	62c
2 to 4-barrel lots	61c
5-gallon lots	69c

White Lead.—The high price of white lead, quoted locally at $10.60 per 100 lbs. in ton lots and $10.90 per 100 lbs. in less than ton lots, is still in effect. It is probable that a reduction will take place shortly.

Nails.—The new price of $2.45 per keg for wire nails is holding firm, and no easing up in the price is expected on account of the increased cost of wire rods. Cut nails at $2.70 per 100-lb. keg are very firm. Fair business in nails is reported locally.

Glass.—The glass situation is unchanged, the following discount being general among the local jobbers:

Single diamond, 10 per cent. off list.
Double diamond, 10 per cent. off list.
Cut lights, 15 per cent. off list.

Putty.—Putty, like glass, continues to move very slowly owing to the slowness of building operations. The prices are holding firm, and are quoted among the local jobbers at the following figures:

	Per 100 lbs.
Standard 100-lb. drums	$2.70
„ 25-lb. drums	2.80
„ Bladders	3.25
Pure 100-lb. drums	3.30
„ 25-lb. drums	3.40

Rope.—Fair business is passing on all kinds of rope, with firm prices ruling. Manila and sisal are both good sellers, with Manila a good leader. The following prices rule on the London markets:

	Per lb. base.
Pure Manila	16c
British Manila	13½c
African hemp	13½c
Sisal	11½c

Cow Ties.—Cow ties, selling at a discount of 40 per cent. off list, are moving out, also other stable accessories, such as

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	$11.50
Poultry Netting	50% off
Copper, plannished, per lb.	40c
Copper rivets, No. 7	$41.50-$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	$3.15
Apollo and Fleur de Lis	$6.00
Queen's Head	$6.25
Iron Pipe:	
Galvanized, 1 inch	$11.10
Black, 1 inch	5.95
Paris Green:	
1-lb. pkgs. (case lots)	27½c

Glass:	**Sgle.**	**Dble.**
Up to 25 in.	$6.25	$9.00
Putty, 100 lb. drums	$3.25	

lanterns, stall fixtures, manure forks, etc.

Fence Staples. — Galvanized fence staples at $3.60 per 100 lbs. keg and 25-lb. boxes at $3.85 per 100 lbs. are selling well. Bright fence staples are selling at $2.75 per 100 lbs. in kegs and 25-lb. boxes at $3 per 100 lbs. Prices are very firm.

Fence Wire.—No further changes in the price of fence wire have occurred during the past week, and prices at the following figures are reported to be very firm:

	Per 100 lbs.
Bar wire	$3.10
No. 9 galvanized wire	2.70
No. 12 galvanized wire	2.85
No. 13 galvanized wire	2.95
No. 9 coil spring	2.75
No. 10 O and A	2.61
No. 11 O and A	2.67
No. 12 O and A	2.75

WINNIPEG

WINNIPEG, Man., Sept. 15.—Predictions for a good volume of business during September have been fully maintained so far. Last Tuesday's mail, following the holiday, was the heaviest handled in some months, and the succeeding days have continued to bring in good-sized orders.

Hardware stocks throughout the country have been kept at a pretty low figure during the past year and the increased sorting orders now being placed by the retailer may be taken as an expression of the optimistic feeling prevailing throughout the country.

Threshing being late this year has made the demand for engine headlights, lanterns, flashlights and horse blankets exceptionally brisk.

Merchants living in districts where hay is grown extensively should see that their stock of hay baling wire and ties is sufficient to meet coming demands. The Imperial Government has been buying hay in large quantities throughout the East and as this source of supply is nearly exhausted, orders will have to be filled in the West. This should increase the sale of wire materially, and placing orders now may eliminate expensive delays at a little later date.

The first boat to leave Port Arthur with grain sailed on Saturday. From now until the close of navigation, grain will be moving rapidly. The railways claim to be in exceptionally good shape to handle this year's crop and no congestion of traffic is anticipated.

Farmers will be getting returns from their grain, and the merchants who have organized their collecting campaign will be the ones to benefit.

The Markets.—The price of wire goods has advanced to $42 per ton in Pittsburgh, and this has caused the Canadian manufacturers to advance their prices on annealed wire, bale ties and various other wire products. Wire nails have also been advanced by the makers but the Winnipeg jobbers will maintain present prices for some time yet.

Annealed Iron Wire is now quoted as follows:

	Per 100 lbs.
No. 9	$2.85
No. 10	2.91
No. 11	2.97
No. 12	3.05
No. 13	3.15
No. 14	3.25
No. 15	3.40
No. 16	3.55

Bale Ties, 14 ga., 9 ft. 6 in.
Ft. William shipment .. $3.50 per 100 lbs.
Winnipeg shipment .... 3.90 per 100 lbs.

Fence Staples.—
Fort William shipment .. $ 2.80 per keg
Winnipeg shipment ..... 3.20 per keg

A slight reduction has been made in drive well points, which is here noted:

No. 90	$1.00 each
No. 94	1.28 each
No. 140	1.67 each
No. 164	2.50 each
No. 184	5.00 each

BUYING BARBED WIRE

British War Office Picking Up Stocks Where Available

Recently there have been substantial purchases of barbed wire made in Canada by the agents of the British War Office. According to E. Fitzgerald, the purchasing agent, it has been largely a case of picking up available stocks rather than placing orders with manufacturers.

Mr. Fitzgerald also states that on account of the high price of spelter the specifications have been altered so that only the ungalvanized wire is being taken. For the purpose it is said to suit the purpose just as well as the more expensive variety.

AN APPEAL ON BEHALF OF THE NATIONAL CANADIAN PATRIOTIC FUND

We have now entered upon the second year of the war, and the end seems as far off as ever. No one imagined, a year ago, that by September of 1915, Canada would have sent across the Atlantic nearly one hundred thousand men with as many more to follow if necessary. This magnifient enlistment, while primarily due to the loyalty of our people, has been, in a large measure, made possible by the Canadian Patriotic Fund.

This greatest of all the national benefactions is now assisting twenty thousand families of men who have enlisted for overseas service. These men have gone forward with the full assurance that the people of Canada will see to it that during their absence, their wives, widowed mothers and little children shall be maintained in comfort. We hear that the drain upon the Fund is assuming large proportions, that to meet the needs of July and August $700,000 was expended, that the reserves are being materially decreased and that the National Executive Committee now finds it necessary to make a further appeal to the Canadian public.

There are many funds, most of them worthy, but of them all the Patriotic Fund is the one we cannot allow to fail. It is the duty of the Government to arm, equip and maintain the troops. Not a dollar do the Federal authorities give to the Patriotic Fund. This work depends solely on the patriotism and generosity of our own people. Thousands of brave men are fighting our battles, believing that we meant what we said when we told them as they went forward: "Go and we will care for the wife and kiddies." It would be to our everlasting disgrace if our pledge were broken.

The national organization, with headquarters at Ottawa and branches or affiliated associations in every part of the Dominion, is worthy of our most generous support in the tremendous and ever-growing task that it has undertaken.

Ottawa, September 1, 1915.

Paint Department

Co-operation the Keynote of Painting Success

HARDWARE AND METAL has on many occasions referred to the importance of co-operation between the paint manufacturer, retailer and the painter. Readers will no doubt be interested in an address on "Co-operation—the Keynote of Painting success." delivered before the Missouri Master Painters' Convention by F. S. Skeen, and reported in the American Paint and Oil Dealer. Many excellent suggestions have been offered, and the value of co-operation has been strongly emphasized.

"The relations between the paint manufacturer and dealer, as producer and seller, and painter, as consumer, like the relations that exist between producer and consumer in all lines of merchandise, thanks to a better understanding on one another, have improved very materially during recent years.

"The spirit of caveat emptor (let the buyer beware) which formerly prevailed to a marked extent is gradually diminishing, and in its stead there is the feeling of let the seller beware, the feeling of interdependence or the realization that we have much in common. The conviction that what promotes good for one does likewise for the other, and that steady incomes are dependent upon real service whether that service be a can full of good paint or a good job of painting, the buyer must be satisfied. It cannot be truthfully said that this antagonistic feeling has entirely disappeared, nor will it be accomplished until we all look at the subject in a broader way, until the paint dealer and painter realize, take into consideration and act upon their realization that each can be of material assistance to the other, and that by pulling together, by thorough co-operation, the greater will be the rewards of both.

"I do not believe that any successful painter, who will take inventory of himself and his work, can harbor antagonism to the legitimate paint manufacturer and dealer, nor can I imagine any dealer so short-sighted harboring any such feeling against the painters as a body. Such antagonism as remains in the minds of the painter was doubtless brought about by the idea that the manufacturer and dealer, through marketing a ready-to-use paint and the fact that some house owners are sufficiently adept to paint, would result in the painter losing lots of work. To my mind this objection is greatly magnified. In nine cases out of ten, where a house owner applies the paint himself, he would not have painted at all had he thought it necessary to have gone to the expense of hiring the labor.

Mixed Paint and the Painter

"On the other hand, I believe it to be an absolute fact that the sale of ready-mixed paint has materially helped the painter, as like anything else, that makes for sanitation and gives the air of cheerfulness and prosperity, painting is contagious. Doubtless many of you have noticed where painting one house in a vicinity has resulted in practically all of them being painted, a sort of "follow the leader game." It is human nature for any to like to have their homes appear as bright, cheerful and prosperous as their circumstances will permit, and if it so happens that their circumstances will not permit of their hiring labor and they feel like doing it themselves, I do not think that there is one of you that would deny them this privilege.

"Suppose you live in Backwardsville and you're a house owner. You go to the dealer who is the representative of the manufacturer of ready-mixed paint. He stakes his reputation with that of the manufacturer, boosts his ready-mixed paint and condemns painters and painter-made paint. So, being a fair-minded person, and remembering that there are two sides to every question, you go to a painter who tells you in plain English that the dealer is a faker and his paint all dope. What would you think of both of these men—why, you'd be afraid to do business with either one.

On the other hand, suppose you lived in the good town of Enterprise, and as a house owner paid a call on the dealer. This dealer boosted his paint, but represented it honestly, and gave you the names of several reliable painters. You went to the painter, who spent his time showing you the economy of properly applied paint instead of damning the dealer. Nine times out of ten you'd give the painter the job and have confidence in both the material and the man.

"There is so much good to be done by pulling together, by co-operation. To my mind that word 'co-operation' is one of the greatest factors in business to-day. No business in itself succeeds without it. No industry accomplishes its greatest good unless co-operation, the pull-together spirit, is well developed in the various phases of it, and it is developing in this industry of ours.

"This fact is evidenced by the co-operative work on Government and association test fences and other experimental tests conducted by the manufacturer and the painters in various states. In Washington, D.C., A. H. McGhan, of your National Master Painters' Association "Clean Up and Paint Up" campaign committee, helped push one of the most successful campaigns of this year. He and the other master painters had the co-operation of every dealer, manufacturer and jobber in their city. These are but two examples of what splendid work can be achieved by real co-operation. The nation-wide awakening to paint as the chief conserver of material and civic values in community improvement work is increasing phenomenally. This year the National "Clean Up and Paint Up" campaign bureau collected nearly 20 miles of newspaper clippings all breathing the "paint up" spirit.

"This great movement, and the scientific work being done by the Paint Manufacturers' Association, the great amount of advertising being done by the manufacturers—all spells opportunity. And we can all make as much or as little by it as we wish; separately we cannot pass the much-talked-of 100 per cent. efficiency test. Together we can bring home the bacon.

"Did you know that experts say one one-fourth of this country is painted—that four times as much paint and varnish should be used. The get-together, stick together teamwork will help us get some of the 75 per cent. Let's do it.

THE NEPONSET LINE FOR 1915

with its many additions includes roofings which meet every requirement.

Get our proposition on NEPONSET Wall Board, also on the NEPONSET Waterproof Building Papers, Roofings, Roofing Paints.

Detach and mail the coupon to-day.

BIRD & SON

(ESTABLISHED 1795)
Dept. H.
HAMILTON, ONT.

Montreal, St. John, N.B., Winnipeg, Calgary, Edmonton, Vancouver.

COUPON

BIRD & SON,
Dept. H.,
Hamilton, Ont.

Please send "Repairing and Building."

Also send your special proposition for 1915 on
ROOFINGS.
WALL BOARD,
SHINGLES.

Name.....

Address.....

The brush

leaves a trail of beauty behind when the woodwork is properly treated with Berry Brothers' Varnishes and Enamels.

An earned reputation of nearly 60 years has won the confidence of varnish buyers and Berry Brothers' products are usually given the preference by critical customers.

Among the most saleable specialties are

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

Makes a beautiful soft lustre, is mar proof, sanitary and easily kept fresh and clean.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

Makes a rich, permanent snow-white finish in either dull or gloss effects.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.
No. 142

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 16.—Some improvement in trade conditions was reported during the week, but interest has been directed rather to developments as regards prices. Lead is being quoted down 50c to a ton basis of 9.95, and advances from 2c to 5c are to be noted in different quotations on linseed oil. Altogether conditions are very unsettled, and this has been an important factor in deferring the usual fall improvement in business. Lead is easy on the new price, and the indications are that there will be further reductions, but on the other hand, there is the advance in oil and the firm present and uncertain future of zinc to be considered. Under the circumstances a reduction of prices on mixed paints is not to be looked for in the immediate future, especially, as has been pointed out before, it is not the policy of the manufacturers to "change horses while crossing a stream" by altering quotations when a campaign is half over. At the same time, it is recognized that, with the tendency of the market being in any important sense downward, the buying will be light and that stocks will be maintained on the lowest possible basis unless there is something in the nature of a price guarantee offered to the retailers on deferred orders.

While the war lasts and the building depression continues, anything like normal conditions over the whole trade are not to be looked for, but there is a feeling that with good crops there should be a fair fall campaign, especially in the outside districts. At the same time, the attitude of the retailer towards heavy buying is appreciated from two standpoints—the value of capital to himself and the danger of over-stocking on a falling market, as the present values must be considered as abnormal.

Lisseed Oil.—Late developments in linseed oil based on the advancing market for flax have unsettled the situation to perhaps a greater extent than ever, although adjustments are likely to be effected in a few days, which will narrow the spread in prices. One firm, which advanced on Wednesday to 65c and 68c for raw and boiled, respectively, reported that the position of flax had warranted an increase of about 5c a gallon in the past couple of weeks. At the same time, another house adhered to the price of 60c and 63c, which it has quoted for some time, but it is doubtful if that price will be in effect when this information reaches the reader. A low figure of 62c to 63c for raw and 65c to 66c for boiled would appear to better indicate the market, with advances in these prices likely. The following range will cover practically all quotations for next week:

	Raw.	Boiled.
1 to 2 barrels	62c-65c	65c-68c
3 to 5 barrels	61c-64c	64c-67c
6 to 9 barrels	60c-63c	63c-66c

White Lead.—A decline in the price of white lead is announced, although not as yet in general effect with the different jobbing firms. This brings the basis down to $9.95 for ton lots, with less amounts at 30c above. The decline comes in sympathy with the weaker American market for pig lead, which has declined twice during the week. The new basis is not by any means a strong one, and there are likely to be further declines in the future. It might be noted that the advances in white lead since the beginning of the war have been $1.50, and that to-day pig lead is little dearer than it was on 1st of August last, except for the addition of 7½ per cent. to the duty.

Zinc.—The reduction in the cost of mixed paints, which might be indicated in the lower quotations for white lead, is offset practically altogether by the continued strong position of zinc. There is little indication of weakness in the variety of product of this metal entering into the manufacture of mixed paints. However, the future is very uncertain, and the present prices are certainly abnormal, and this may be regarded with a certain significance in relation to the reductions recently made in metals and metal products in general.

Turpentine.—Reports are to the effect that there have been tendencies in the turpentine market in the past week which have worked for firmer prices. However, so far as quotations to the trade are concerned, the wide range continues as follows:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4-barrel lots	57-61c
5 to 10-barrel lots	56-60c

Gasoline and Benzine.—The continued open weather, with good roads and the consequent popularity of autumn motoring, has had the effect of causing a brisk demand for gasoline this week. The prices are unchanged at 17½c in drums and 17c for tank wagon. Benzine continues at 14½c for drums and 14c tank wagon.

Glass, Putty, etc.—Glass and putty are both firm, and the demand is fair so far as the small window business is concerned. The situation as regards collectors continues much the same, with adjustments being made from time to time as stocks of certain reds and blues become shorter and finally exhausted altogether.

TORONTO

TORONTO, Sept. 17.—The chief feature of interest in the paint markets this week is the decline of fifty cents per 100 pounds in the price of white lead, due largely to the continued weakness and decline in the price of pig lead. There has also been an advance in linseed oil, after a long period of weakness. The advance in oil is due chiefly to the higher prices now quoted for flax seed. Turpentine has also advanced. The general situation has not changed to any great extent, although jobbers and retailers expect an early improvement when crop money begins to circulate, and the fall campaigns of the manufacturers and retailers begin to show results.

Linseed Oil.—The downward trend in the price of linseed oil has been checked by the reaction of the flaxseed markets. In sympathy with the increased prices in the flaxseed markets during the past week, an advance of 2c per gallon has gone into effect in the price of linseed oil. The increase will not likely have a tendency to improve business any owing to the absence of demand. The amount of business being transacted is very small and a few jobbers are anxious to unload the fairly heavy stocks of oil which they have carried during the summer season. The prices ruling on the Toronto markets are as follows:

	Raw	Boiled
1 to 2 barrels	65c	68c

(Continued on page 61.)

The Vital Part of Paint

is its white base.

70% Brandram's B.B. Genuine White Lead

30% Pure White Zinc

Its vitality is dependent upon the quality and proportions of its components.

In B-H "ENGLISH" PAINT

the quality of the White Lead

BRANDRAM'S B. B. GENUINE

is unsurpassed, and when ground with the correct proportion of pure WHITE ZINC, as in

B-H "ENGLISH" PAINT

to an impalpable fineness, it is capable of the maximum of endurance.

A guarantee of the exact proportions of 70% of BRANDRAM'S B.B. GENUINE WHITE LEAD to 30% of PURE WHITE ZINC, is on every package and provides the strongest selling feature.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb.......... 50
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15¼; Pistol and rifle, shot, 4; Military and sporting, adv. 26¼; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Elev, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only: Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B T—8" 2 50
B T—10" 2 75
B T—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz. ... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminanum grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal...0 14½ 0 17½
3 bbls. 0 17½

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 57½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 70 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 72½ p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 5 p.c.
Step Bolts, large head ($3) list, 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 40
Rods, base ¼ to 1 in. round 0 32
Tubing, seamless base ... 0 37
Tubing, iron pipe size, 1 in. base 0 35
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00
Beaver (Brass) 4 75

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Crea mcans, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinner, 70 and 10 p.c.. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz..... 2 70
2 gal. jacketed, per doz..... 3 60
3 gal. jacketed, per doz..... 4 20
5 gal. jacketed, per doz..... 4 80
10 gal. jacketed, per doz..... 8 40

CEMENT AND FIREBRICK

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per do., lb. 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 17
Cement (ni 5 and 10 gals.). 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ⅜ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copepr sheet, tinned 14x60, 14 oz. ..... 31 50 ..
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH)

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., $3.50.

CANADA PLATES

Ordinary, 52 sheets... 3 45 3 50
All bright, 52 sheets.. 4 40 4 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52	...6 00	6 00	6 00
60	...6 25	6 25	6 25
20x28x47	...6 25	6 25	6 25
20x28x94	..12 50	12 50	12 50

M.L.S. and Famous— Per box

IC, 14x20 base $7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

JAMIESON'S

PURE PREPARED PAINTS

Will Get the Particular Painters Coming Your Way

There is the utmost in quality and durability in every can of Jamieson's Paints and Varnishes.

They are easily applied, dry quickly, and have exceptional wearing qualities.

Get in touch with our exclusive agency proposition—you will find it worth while.

R. C. Jamieson & Co., Limited

Established 1858 MONTREAL

Owning and operating P. D. DODS & CO., Limited

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 35, 5 per cent.; cast iron, 65; standard bushings, 65; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Solid	1 20

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal.

Drums	0 17½
Tank wagon	0 17

Toronto.

Any quantity, in bbls.....	20
Drums, 40-gal., per gal..	18
Tank wagon	17½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over...	0 06½
Napping, up to 2 lbs......	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.......	0 82
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr....	$7 50	
R. W. No. 117 P.D. Hanger full set	2 75	
R. W. No. 321, per doz. pr.	14 40	
Stearns wood track. Special.		
Zenith	9 00	
Atlas, steel covered..	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES.

Blind, discount, 50%.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

HINGES (SPRING).

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross; 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.....	0 11
Corrugated ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 50
Common bar, per 100 lbs.	2 05	2 15
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 35
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 50
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel ...	0 13½	0 13½

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 66
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each...	3 50
Ideal Gasoline, each	3 15

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .... 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each........	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$3 00	42 ft.....	$ 7 95
22 ft.....	3 30	44 ft.....	8 36
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
20 "	3 90
22 "	4 16
24 "	5 10
26 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20
18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

Single ladders, short nose, 1c per foot additional.

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short ruby, enamelled	1 25
Cold blast, common ruby..	2 50
Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD

	Montreal	Toronto
Trail, 100 lbs., see weekly report		
Lead Wool, 10c lb.		
Sheets, 2½ lb. sq. ft.	8 50	9 50
Sheets, 3 lb. sq. ft..	8 25	9 25
Sheets, 3½ lb. sq. ft.	8 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.

Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Water Motor ...	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor.	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50
Waverley	10 00
New Century, style A ...	9 00
New Century, style B ...	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

BT STANDS FOR BEST

Sell BT Post Augers

BT Daisy Auger can be used in any kind or condition of soil that can be dug with pick or spade. It can be used in stony land, and without fear of breaking.

It can be operated by one or two men, and has an extension handle so that it can be used in deep holes without need for stooping.

BT Daisy Post Augers have been known to the trade for years. They were formerly made by the Wortman & Ward Company, bought out by Beatty Bros., three years ago.

Sell them in the fall of the year when most of the fencing is being done.

Order them to-day.

	F.O.B. Fergus
8 in.	$2.50
10 in.	2.75
12 in.	3.25

Net 60 days, 2% 30 days.

Beatty Bros., Limited - Fergus, Ontario

BT STANDS FOR BEST

The BT Hardware Line Includes:

BT Pumps, BT Daisy Churns, BT Butter Workers and Butter Boxes, BT Washing Machines, BT Ladders, BT Water Bowls, BT Tanks, BT Barn Door Track, BT Grain Grinders, BT Hay Carrier Goods, BT Oat Bowls and Feed Racks. Illustrated in the BT Catalog No. 23.

Beatty Bros., Limited, Fergus, Ont.

WINNIPEG, MAN.

BT STANDS FOR BEST

MALLETS Per doz.
Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 17 80

MANGLES
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.
Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS
Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.
Galvanized roofing nails, $7.

NAILS (HORSE SHOE)
Capewell Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE)
M. R. M. cold forged process list, 10th January, 1912.

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY
Discount, 40 per cent. off list.

POULTRY FENCING
Per rod
Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.
Best (American) 11 00
U.S. Navy (American) 10 00
New hemp (English) 7 50
U. S. Navy (English) ...7 00-7 50
Navy (English) 6 00
Plumbers (spun) 4 00-4 25

OIL

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS
F.o.b. Toronto.
Tea lead, pack, 4½c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 10½c lb.
Brass, light, 8½c lb.
Zinc, heavy, 17c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron. No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)
Per Coil Lots
Fine jute, lb. 0 10
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 .... 0 50
Plain Fibre, No. 2 .... 0 30
Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll ... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Dry fibre No. 2 .... 0 35
Carpet felt 2 10
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 10
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00

PICKS (CLAY)
5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES
Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 09
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78
Lapweld		
2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)
Lead pipe, $9.50.
Lead waste pipe, $10 50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)
2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH
Pine, black, per bbl. 4 25
Pine, green, per bbl. 4 75

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs.	2 65	2 45
Tank plates, 3-16 inch	2 70	2 54

PLUGS (METAL)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12 oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS
B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

RAZORS Per doz.
Henckel's 7 50 20 00
Ern Razors ....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE
Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll
Tarred felt (7-10-16 oz.)...$2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt..... 2 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal. 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
F.o.b. Toronto, London, Montreal.

ROPE lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
Basis (⅝ in. dia. and larger.)
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.
3 ply, 30 ft. 0 50
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 70
3 ply, 60 ft. 1 00
3 ply, 72 ft. 1 15
6 ply, 60 ft. 1 60
6 ply, 72 ft. 1 95
6 ply, 100 ft. 2 40

SAWS
Simonds' Hand, 15 per cent.

SCALES
Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.
D Handle ....$ 3 25
L Handle 3 25

SCREWS (MACHINE)
Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.
Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 65 10
Square cap ... ...50 and 5
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS
No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS (Case Lots)
Corrugated, galv.
18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00
Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 40	5 15	5 40
22-24	5 50	5 30	5 50
26	5 75	5 45	5 75
28	6 00	5 75	6 00

Premier—14 gauge, $4.10; 16 gauge, $4.30; 18 to 20 gauge, $4.60; 22 to 24 gauge, $4.80; 26 U.S., $5.00; 28 U.S., $5.30; 10¾ oz., $5.50.

Colborne Crown — 16-20 gauge, $4.60; 22-24 gauge, $4.80; 26 gauge, $5.05; 28 gauge, $5.30.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	4 35
16 gauge	4 55	4 50
18-20 gauge	4 75	4 70
22-24 gauge	4 85	4 85
26 gauge	4 95	5 00
28 gauge	5 45	5 30
10¾ ozs.	5 65	5 50

Add 25c for less than case lots.

Front of cabinet, showing our handsome label

Certainly !

You can guarantee your customers satisfactory results when using these Varnishes. Our guarantee protects you.

A POST CARD from you and we will gladly supply further information.

WRITE TO-DAY

Jas-per-ite Display Cabinet

Containing our three lines of Varnishes:

JAS-PER-ITE

1. Exterior Finishing Varnish
2. Pale Hard Oil Finish
3. Floor Finish

Every can guaranteed and full of quality.

Ottawa Varnish Co.
Limited

Toronto **Ottawa**

This handsome Varnish Cabinet, Free with first order.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES

Onward Sliding Shoes, 40 p.c.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 30 cents.

SOLDER, WIPING

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 26
Strictly standard wiping... 0 26

SPELTER

See weekly report.

STAPLES Per cwt.

Fence staples, galvanized, in kegs $3 60
Fence staples, galvanized, 25-lb. boxes 3 85
Fence staples, bright, in kegs 2 75
Fence staples, bright, in 25-lb. boxes 2 85
Poultry netting staples, 10-lb. boxes 5 40
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples. 100-lb. boxes 4 60
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

McKinnon, 40 p.c. discount.
Greening's, 40 p.c. discount.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 20½
3-ply 0 19

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	...	10 25
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBES

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 ....$2 11
Nests of 3—1, 2 and 3 ...... 2 48
Nests of 4—0, 1, 2 and 3 ... 3 03

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00

VALVES, ETC.

Ground work, 55 p.c.
Stand, compr. work, 65 p.c.
High-grade compr. work, 55 p.c.
Cushion work, 55 p.c.
Fuller work, 70 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper pitts, 15 p.c.
Boiler kettle bottoms, 20 p.c.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3 p.c.
Coal hods, 33 1-3 p.c.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 00
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS

Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.....23 50
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's, 44 inches 0 95

WIRE

Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 feet to 11 feet, discounts 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.50; No. 4, $2.55; No. 15, $2.65.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.45 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screens, 7½c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 00	3 15
No. 9, coil spring..	3 00	3 10
No. 9, plain galv...	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10	2 61	2 46
O. & A., No. 11	2 67	2 52
O. & A., No. 12 ..	2 75	2 60

F.o.b. London; Bail, $2.95; No. 9 galv., $2.70; No. 12, galv., $2.85; No. 13 galv., $2.95; No. 9 coil spring, $2.75.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt.

No. 12 ....$ 3 05
No. 13 .... 3 15
No. 13½ 3 20
No. 14 .... 3 30
No. 15 .... 3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each ....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 25	0 19
Part cask	0 26	0 20

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA

A Trade-Mark Which
Assures Quality and Service

Back of the name Martin-Senour and the "hand behind the brush" trade-mark are found paint and varnish products as nearly perfect as human agency can devise.

To build a successful business on a basis of permanence and profit it is absolutely necessary to supply your customers with Quality Goods.

The Great Essential

—Made-in-Canada goods to meet the approval of Canadian buyers must of necessity be Quality goods. The splendid quality of Martin-Senour Paints and Varnishes has long been recognized by Canadians.

Our Dealer-Agents vouch for it. Users positively know it. Time has surely proven it. We fully guarantee it.

Value—the best salesman—keeps our factories running full capacity. The Martin-Senour exclusive agency is a valuable asset. Would you like to have the plan laid before you for consideration?

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 3 00

BRUSHES.
Weighted, 15 lbs., doz.....$14 10
Weighted, 20 lbs., doz..... 16 89

COATING.
Cement Coating $2 55 3 00

COLORS (DRY) Per lb

Raw Umber 100 lb. keg..	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs ..	0 09
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure..	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White ...	3 80
Jas-Per-Lac floor enamel ..	1 80
Jas-Per-Lac art enamel..	2 85

FILLER. Gal.
Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE. Per lb.

French medal	0 15
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20

Ground glues, 112-lb. bags—
No. 1 .... 0 15
Extra 0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts. Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.
Zinc coated 0 12
Zinc, pure 0 30

WHITE LEAD
(Ground in oil)

Brandram's B.B. Genuine $11.10 less than ton lots. Ton lots less 5 p.c. prices per 100 lbs in ton lots.

	Montreal	Toronto
"Anchor Pure"	$ 9 95	$10 10
C. P. Co. Decorators Pure	9 95	10 10
Crown and Anchor.	10 15	10 30
Elephant Genuine..	10 25	10 40
Green Seal	10 45	10 60
James Genuine	....	11 65
Moore's Pure White Lead	10 45	10 60
O.P.W. Pure English	....	10 10
O.P.W. Decorators Pure	....	10 10
Painters' Perfect...	10 15	10 10
Ramsay's Pure Lead	9 35	9 50
Ramsay's Exterior.	10 15	10 40
Tiger Pure	10 45	10 60

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. ..	10 00	9 25
Genuine, 100-pound kegs, per cwt. ...	10 50	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots..	$19 00
2 lb. pkgs., per 100 lbs....	16 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. pkgs., per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. pkgs., per 100 lbs...	9 25
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	2 55
Canada Paint Co.'s Pure...	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall....	2 00
Elephant	2 05
Fresco Tone	2 15
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100 p.c. Pure	2 30
Ramsay's Pure	2 10
Ramsay's Thistle	1 90
Stephens' House Paint (Wpg.)	2 05
Stephens' Floor Paint (Wpg.)	1 85
Senour's Floor Paint	2 00
Senour's Porch Paint	2 30
Sherwin-Williams	2 30

PARIS, PLASTER.
Per bbl. 2 50

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
250-lb. casgs	..	24
100-lb. drums	..	25
50-lb. drums	..	25
1-lb. pack., 100 case.	26½	..
½-lb. pack., 100 case ..		28
1-lb. tins, 100 case ..	27½	..
½-lb. tins, 100 case. ..		29¼

Prices f.o.b Toronto, Hamilton, and London.

PIGMENTS.
Orange Mineral, casks 9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	$0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)
Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH. REMOVER.
Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.
Montreal Toronto
5 gal. ....See weekly report
Pure, single bbls. ... See weekly report.

SLATING. Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. ....$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish ...	3 00
Shingletint, 5 gal. cans ...	1 15
Creo-lac	0 85

VARNISHES
Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil.. Finish	1 55
Dulgloss	3 00
Elastic Oak	1 50
Elastic Interior	3 00
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing.	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	3 00
Luxeberry light	3 00
Luxeberry white	5 00
Luxeberry spar	4 50
Luxeberry exterior	5 00
Mar-Not	2 70
Pure White Shellac Varnish	2 15
Pure Orange Shellac Varnish	2 00
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)
Cream 0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 25

Per 100 lbs.

Live Hardware Dealers Throughout The West!—

YOU can take orders in your town for Grain Elevator Equipment or Power Transmission Machinery, either new equipment or repair parts. Send them to us and collect a good commission.

Canvass the elevators in your town to-day, and let us quote you prices — we give prompt, efficient service.

Send for Our Monthly Stock List

We can ship stock orders same day as order is received, and have the equipment to give prompt service on special orders.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

rs.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

ING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., [illegible]60; 10 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜ 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb

CLIPPERS.
Stewart's, 25 p.c. off Canadian list.

COPPER.
Sheet and planished copper. 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent., off.

FILES.
Nicholson's, 60 p.c

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am & Eng..	4 60	[illegible]
16 Am. and Eng...	4 45	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Tonlite short globe, doz .	7 50

LEAD PIPE. $9.90, $10.90.

LEAD WASTE. $10.90.

LINSEED OIL.
Raw, per gal., 80c; boiled, per gal., 83c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg $3.35

NAILS, HORSE.
Capewell, 10% off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots net list; case, 2½c per lb. off.

OIL CANS.

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top....	[illegible]	[illegible]
2 gal., dome top....	4 05	6 00
3 gal., dome top....	5 20	8 65
5 gal., dome top....	6 46	10 75

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per bbl., $3.75.

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 25
25-lb. irons, per cwt...	3 50
1½-lb. tins	0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 65%; flat head, brass, 70+5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC., Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES.
Bright wire, per cwt., $2.80 at Fort William; $3.20 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 85% off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 75c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%

WASHERS.
Iron, small lots, 30 per cent; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.65; Winnipeg, $3.00; Glidden cattle, Fort William, $2.50; Winnipeg, $2.83; Glidden hog, Fort William, $2.60; Winnipeg, $2.93; Baker, Fort William, $2.48; Winnipeg, $2.80; Alberta Special, Winnipeg, $2.60; plain twist, per cwt., Fort William, $3.90; Winnipeg, $4.30; coil spring, No. 9, Fort William, $2.90! Winnipeg, $3.30; coil spring, No. 12, Fort William, $3.10; Winnipeg, $3.50; plain galvanized, No. 9, Fort William, $2.85; Winnipeg, $3.25.
Patented screen, in 100-ft. rolls $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.00.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $2.85; 10, $2.91; 11, $2.97; 12, $3.05; 13, $3.15; 14, $3.25; 15, $3.40; 16, $3.55.

WIRE (STOVEPIPE).
18 and 19 gauge, 5¼c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Did you get your copy?—second number has just been mailed.

CANADA PAINT NEWS

A Magazine of Helpfulness for Paint Dealers and Consumers

THE first number was devoted to the manufacturing end of paints, varnishes, linseed oil, dry colors, and oxides. If you didn't get a copy, send us a card—we want your name on the mailing list.

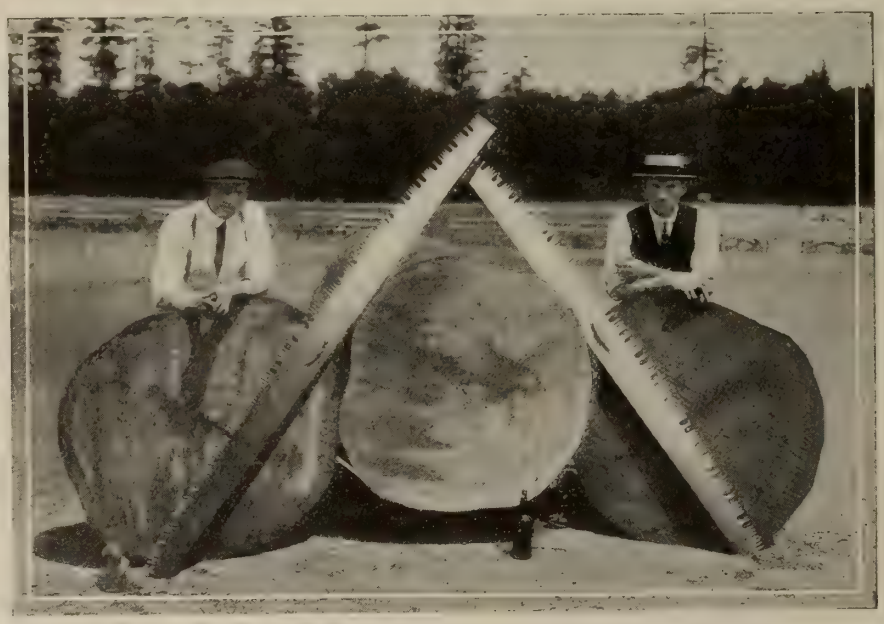
AND now the second issue has been mailed to paint dealers from east to west. It talks SALES—how to make sales in the Fall—this Fall in particular. Not only does it "talk"—but an advertising order has been sent out with each copy, which enables the aggressive paint dealers receiving it—to secure free of cost all the attractive and effective advertising material he requires to conduct a really successful and profitable paint campaign this Fall.

Read CANADA PAINT NEWS. It is devoted entirely to paint.

THE CANADA PAINT CO. LIMITED
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
PAINTS-COLORS VARNISHES CP STAINS-ENAMELS LINSEED OILS

Mailed free of cost or obligation—send us your address.

The boys who make new World's Records



use the famous Crescent Ground Cross-cut Saws

SIMONDS SAWS WIN

These fellows cut a 41-inch hard fir log in two quicker than it had ever been done before in a contest at the Pacific Coast Sawing Contest, in Seattle, Washington, last July. They praise the easy-cutting Simonds Saws that won for them. You can get these saws through any big wholesale house. We manufacture them.

Simonds Canada Saw Company, Limited

St. Remi St. and Acorn Ave.

Vancouver, B. C. MONTREAL, QUE. St. John, N. B.

Does a Year's Business in Six Months

HERE'S a letter from C. H. Pockrandt, a live wire in the paint business, that is full of information for any dealer who wants to realize bigger sales and profits in his Varnish Department. Mr. Pockrandt says his sales up to July 15th equaled those for the entire year of 1914, and tells you the reasons why he was able to make such a showing — the same reasons why it would be entirely possible for you to make such a showing also. Read his letter. Then write for complete Dealer's Proposition.

Pratt & Lambert-Inc.
24 Courtwright St.
Bridgeburg, Ont.

The Pockrandt Paint & Supply Co.
PAINT THE POCKRANDT CO. SUPPLY
WHOLESALE AND RETAIL
Paint, Oil, Varnish and Painters Supplies.
19 NORTH HOWARD STREET
Both Phones

AKRON OHIO. July 15 1915.

Messers. Pratt & Lambert,
Buffalo, N. Y.

Gentlemen:-

We take the liberty in writing you that we feel very proud of the fact that we succeeded in getting the Varnish business on the Y. M. C. A. Building here, in competition with five other prominent Varnish Houses, soley because all contractors figuring this work preferred to use Pratt & Lambert Varnishes than any other make.

The writer has had many years of experience in the retail paint and varnish business and has never handled a line of Varnishes or Paints that take as well with the painters and consumers as Pratt & Lambert's. ....

Our sales so far this year, have already equalled that of 1914. We attribute no small part of our increasing success with your varnishes to your advertising in national publications, attractive store and window matter, newspaper electros and movie slides, and special campaigns to painters, architects and home builders. We consider Pratt & Lambert Varnishes a very valuable asset to our business.

Expecting to go on increasing our business on Pratt & Lambert Varnishes, as we have in the past, We remain,

Yours very truly,
THE POCKRANDT PAINT & SUPPLY CO.,
C H Pockrandt Mgr.

CHP:JS

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

RAMSAY'S

"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.

Made in Canada

MOORE'S

House Colors

will start a general advance in your paint profits

It pays a good immediate profit and it gives a satisfaction that will make particular painters your **regular** customers.

The price is reasonable and the color range complete.

Drop us a line for proposition.

MADE IN TORONTO, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

A Business Decalogue

By GRAHAM HOOD

I. Thou shalt not wait for something to turn up, but shalt pull off thy coat and go to work that thou mayest prosper in thy affairs.

II. Thou shalt not be content to go about thy business looking like a loafer, for thou shouldst know that thy personal appearance is better than a letter of recommendation.

III. Thou shalt not try to make excuses, nor shalt thou say to those who chide thee, "I didn't think."

IV. Thou shalt not wait to be told what thou shalt do, nor in what manner thou shalt do it, for thus may thy day be long in the job which fortune hath given thee.

V. Thou shalt not fail to maintain thine own integrity, nor shalt thou be guilty of anything that will lessen the good respect for thyself.

VI. Thou shalt not covet the other fellow's job, nor his salary, nor the position that he hath gained by his own hard labor.

VII. Thou shalt not fail to live within thy income, nor shalt thou contract any debts when thou canst not see the way clear to pay them.

VIII. Thou shalt not be afraid to blow thine own horn, for he who so faileth to blow his own horn at the proper occasion findeth nobody standing ready to blow it for him.

IX. Thou shalt not hesitate to say "No" when thou meanest "No," nor shalt thou fail to remember that there are times when it is unsafe to bind thyself to hasty judgment.

X. Thou shalt give every man a square deal. This is the last great commandment, and there is no other like unto it. Upon this commandment hang all the law and profits of the business world.

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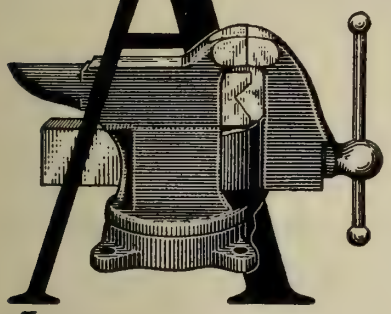

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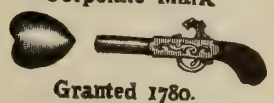
Sheffield  England
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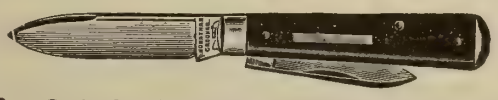

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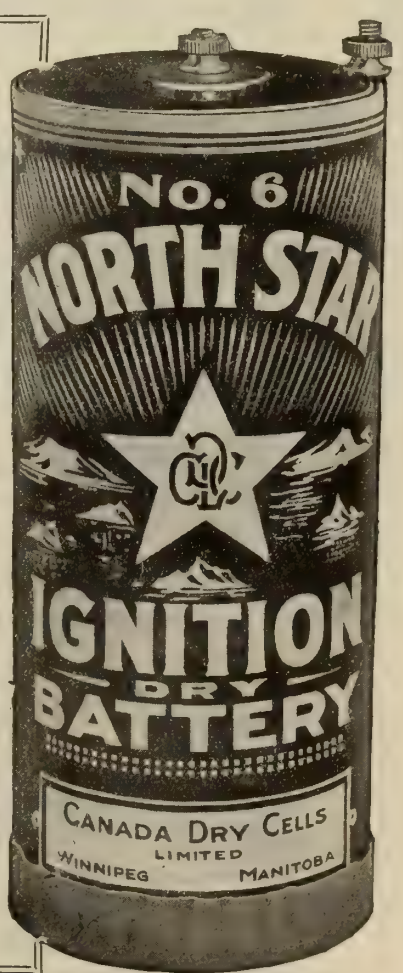

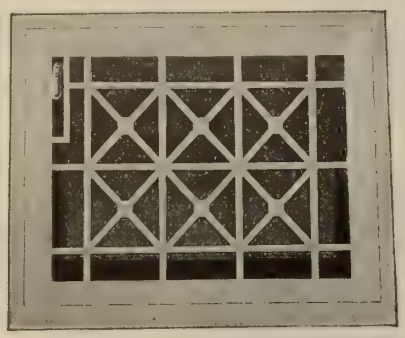

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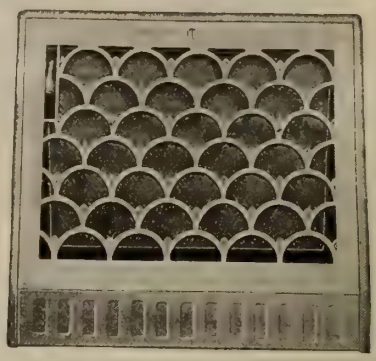

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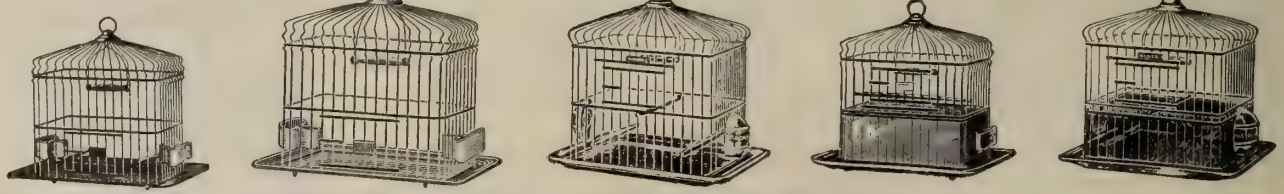

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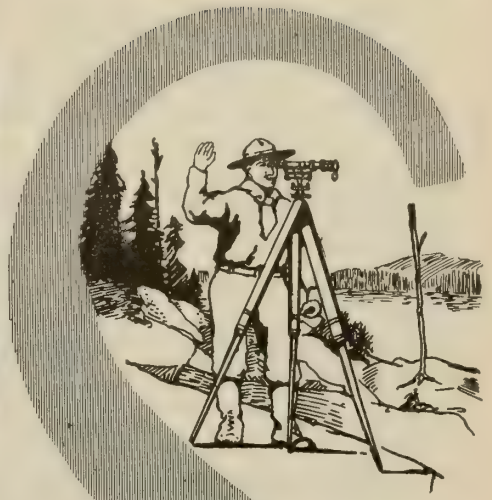

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Cummer-Dowswell, Ltd., Hamilton.
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Eureka Planter Co., Woodstock, Ont.

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Dazey Churn & Mfg. Co., St. Louis, Mo.

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The Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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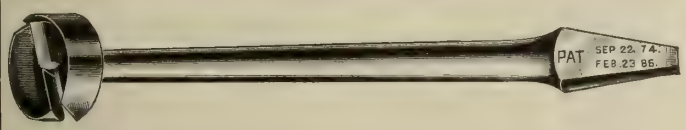

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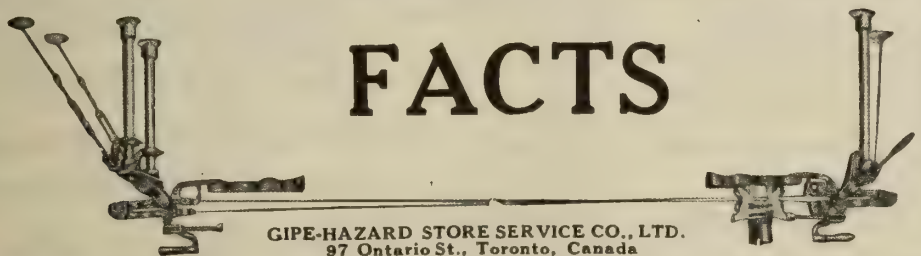

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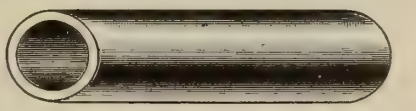

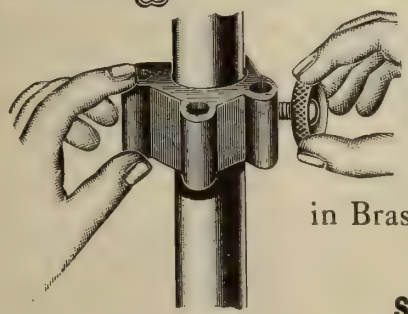

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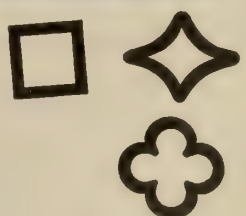

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Cranes, Overhead Traveling.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Cranes, Wall.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Landers, Frary & Clark, New Britain.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Sheet Metal Products Co., Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Victor Saw Works, Hamilton, Ont.

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Victor Saw Works, Hamilton, Ont.

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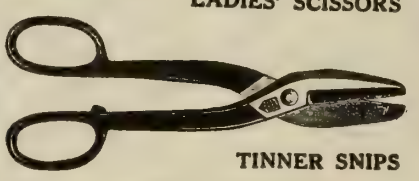

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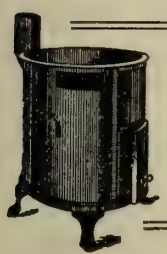

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
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Canadian Consolidated Rubber Co., Montreal.
Ice Cream Freezers.
North Bros. Mfg. Co., Philadelphia.
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Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Incandescent Electric Lamps.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man
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London Rolling Mill Co., London.
Iron Pipe.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps.
R. McDougall Co., Galt.
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Jacks, Auto.
Richards-Wilcox Canadian Co., London, Ont.
Japans.
A. Ramsay & Son Co., Montreal.
Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.
Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lamps, Hand Electric.
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Ltd., Toronto.
Lamps, Auto.
Interstate Electric Novelty Co., Ltd., Toronto.
Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Lashes.
MacKenzie Bros., Winnipeg, Man.
Latches.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain, Conn.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton.
Stratford Mfg. Co., Stratford.
Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Linseed Oils.
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Wire Cutters.
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Wire Door Guards.
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B. Greening Wire Co., Ltd. Hamilton.
Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
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Wire.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
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Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Wringers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Russell Jennings Auger Bits

Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

SALYERDS HOCKEY STICKS

Distinctive Quality—Reasonable Price

Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLESALERS.

E. B. SALYERDS
Preston, Ont.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

Arctic Metal

ARCTIC METAL
ANTI FRICTION BEARING METAL

Is made to last. Have you tried it?

The price is at the beginning, but the real cost is at the end of service.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Table and Pocket CUTLERY

CABINETS AND CASED GOODS
RAZORS, SCISSORS

To ensure that the goods you buy are of

BRITISH MANUFACTURE

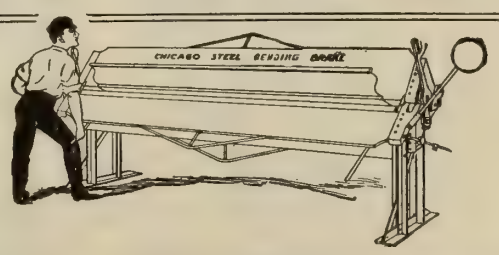
see that they bear the

FLAG AND CROWN

Registered Trade-Mark
of

HRS & Co.

HENRY ROGERS, SONS & CO., LTD.
SHEFFIELD



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, On..

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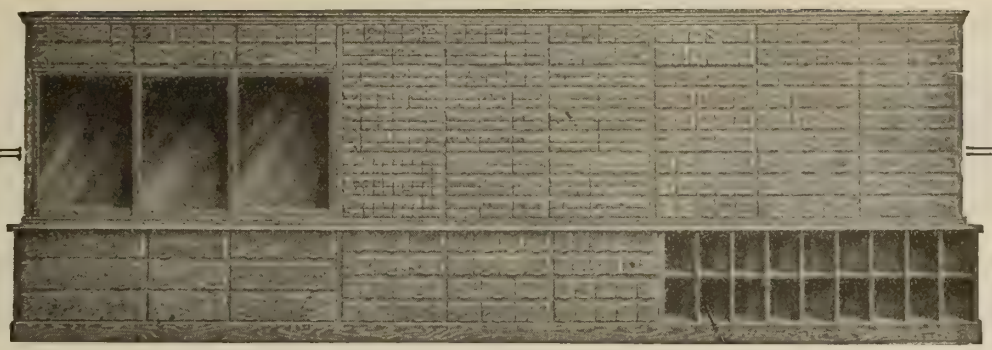
WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

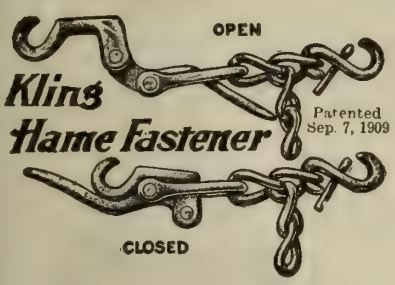
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY
56 Colborne Street Toronto, Ontario
SALES AGENTS

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

LINSEED OILS

DIRECT IMPORTERS OF

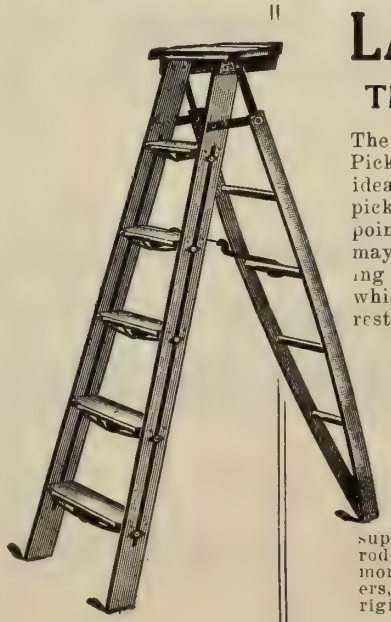
TURPENTINE

Lowest Quotations by Wire or Letter

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Fruit-Picking LADDERS

That Sell Fast



The "Perfect" Fruit-Picking Ladder is an ideal ladder for fruit-picking purposes. The pointed portion or legs may be turned up, making a long single ladder which easily and readily rests in the branches of the trees.

The "Perfect" will also make an excellent general purpose ladder, as it can be securely adjusted on uneven ground. The legs are connected by means of rounds, as in a straight ladder, while each step is supported by an iron-rodded truss with diamond-shaped iron washers, holding the rods rigidly in position.

Good Profit—Sure Satisfaction.

The Stratford Mfg. Co., Ltd

STRATFORD, CANADA

"I will say to anyone who is looking for the best thing in rifles, get a Ross and you will never be disappointed."

JAS. L. McLAUGHLIN, Hunter and Guide
Valley, Wyoming, U.S.A.

Mr. McLaughlin adds:—"Killed his first elk at 400 yards and the second at 300, and did it the easiest of anything I had ever seen. Such killing power I had never witnessed before, and when you hit an animal in the body he never gets away."

This experience is common to all users of the Ross .280. In his enthusiastic praise Mr. McLaughlin only echoes the appreciation of most skilful big game hunters the world over. No dealer in Canada can afford not to lay in a stock of Ross Rifles. Each rifle sold means a satisfied customer. Retail price $55.00.

Ross .303 Sporting Rifles are handsome, well-balanced and accurate weapons, hard hitting and reliable. The retail price is most moderate. $25.00-$35.00.

The Ross .22 Cadet Rifle is the official government arm for Cadet Corps. It is strong, reliable and accurate. Unexcelled for use on camp and trail. Retails at $12.00.

Dealers' discounts are sufficient to make the sale of any Ross Model a real help to the day's profit.

ROSS RIFLE COMPANY - QUEBEC

O-Rib-O Manufacturing Company, Limited
WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:
SHEET METAL PRODUCTS

Orders Promptly Filled

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

SUPPLYING BABBITT DEMANDS WITH "HOYT FROST KING"

IS VERY PROFITABLE BUSINESS

because it gives a service that makes the users want more.

"Hoyt Frost King" stands up to heavy duty in an extraordinary way. It is the result of half a century's experience in metal mixing and our aim to outsell by excelling.

ANNUAL SALES OVER $5,000,000.

Hoyt Metal Company

Factory and Offices:
EASTERN AVENUE and LEWIS STREET
TORONTO, ONTARIO

New York, N.Y.; London, Eng.; St. Louis, Mo.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

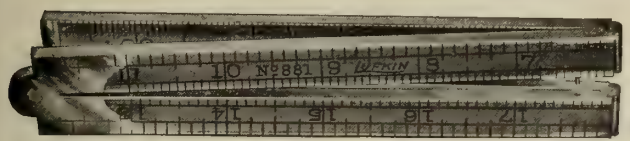
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

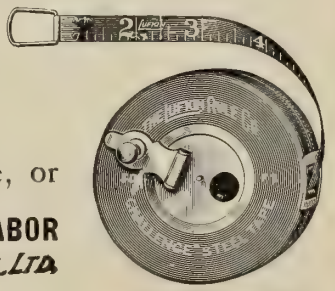
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS.

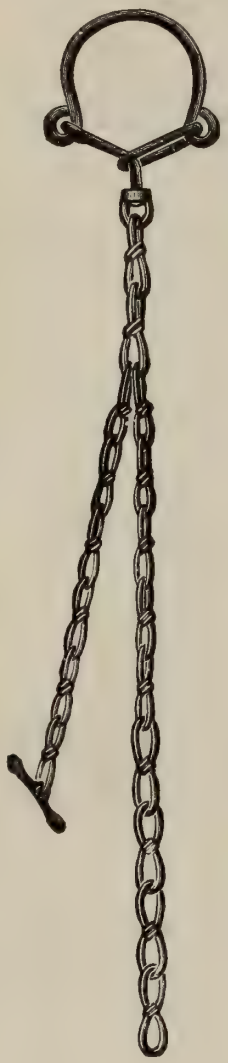
Talk Number Sixteen

Try out PREMIER GALVANIZED SHEETS, made in Canada, for your Fall work. Test them thoroughly and you'll agree with me that they're PREMIER all the way. Ask your jobber for prices or send us the enquiry direct. Premier dollars stay in Canada where we can all get another chance at them.

Look for Talk No. 17 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

67-R

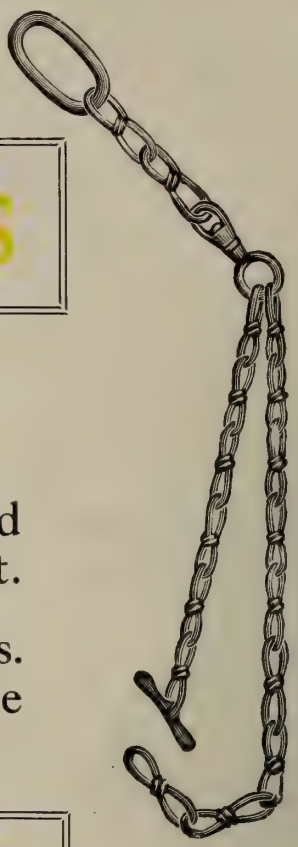


GREENING'S

COW TIES

are the Lightest, Strongest and Best Chains on the market.

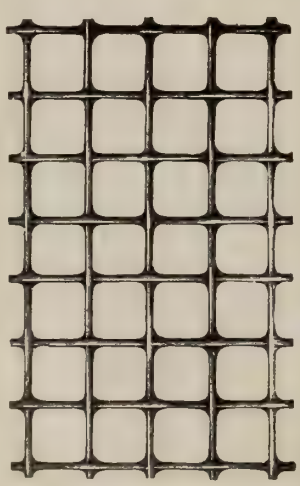
Made in six sizes and six styles. Also Halter, Dog, Kennel, Tie Out and Trace Chains.



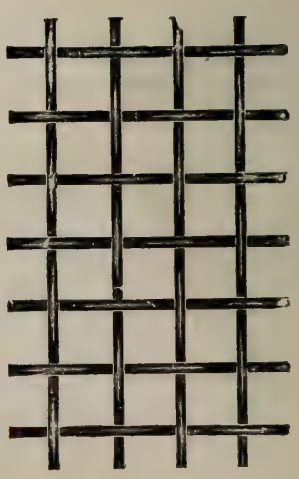
WIRE CLOTH

SAND SCREEN CLOTH
FANNING MILL CLOTH
REGALVANIZED WIRE CLOTH

Every description of Wire Cloth and Wire Work.



WIRE ROPE
WIRE ROPE FITTINGS



Manufactured by

The B. Greening Wire Company, Limited

Hamilton, Ont. **Montreal, Que.**

FEATURING MOTOR ACCESSORIES AND SPORTING GOODS

HARDWARE AND METAL

Vol. XXVII No. 39 PUBLISHED EVERY SATURDAY SINCE 1888 THE MACLEAN PUBLISHING COMPANY, LIMITED Sept. 25 1915

PUBLICATION OFFICE: TORONTO, CANADA

This "Trade-Mark" on the can GUARANTEES THE QUALITY within.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

More Customers More Sales

More Profits

This is the summary of a *Martin-Senour* exclusive agency.

The highest of quality supported by the strongest kind of advertising, displays, and sales promotion work, make *Martin-Senour Paints* and *Varnishes* the *easiest* and most profitable to sell.

Write for our proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

Sell Them Stanley's No. 1775 Garage Door Stay. Tell Them That Unlike Others It Permits Closing The Door With One Hand From Inside The Garage

THIS Wrought Steel Door Stay is applied in a safe position and is protected by the building from the elements when the door is closed.

Constructed of 1-inch Angle Iron, it has great strength and considerable leverage on the door. Throwing the door open sets the device in action, and **without going out of doors to grasp handles,** a slight pull on the attached chain releases the lock and draws the door shut.

When extended, it holds the door full open, making a firm, rigid barrier against the wind or other causes likely to slam the door. It is easily applied, out of the way, and no mortising is necessary.

Weight, 8½ pounds, net, per pair. Length, open 48 inches. Length, closed, 27½ inches.

Packed one right and one left hand in a box, each wrapped separately, complete with screws and four guide staples. Screws enclosed in separate package to prevent loss.

Furnished in Plain Steel, Japanned, Stanley Sherardized, Dead Black Japanned and Stanley Sherardized under Japanned finishes. The chain is tinned before Japanning.

Posts are dangerous in the dark; waste time in fastening and unfastening the doors; get buried in snow in winter, are expensive and soon rot, causing inconvenience and extra expense for replacement.

Our Exhibit at the Panama-Pacific Exposition is in Block 26, Manufacturers' Building, corner of 5th St. and Ave. D. Call and see us.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.

NEW YORK CHICAGO

HINGE HEADQUARTERS

"P.&W. Co." SMALL TOOLS

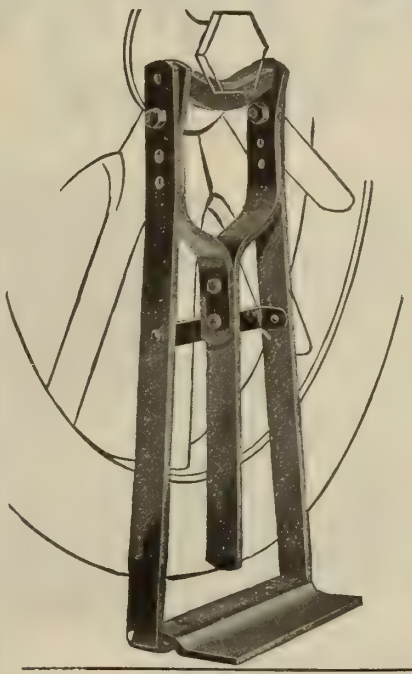
PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

TIME TO GET BUSY



on "R-W" 501 STORAGE JACK and TIRE SAVER

Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel—cannot crack. Car is lifted or lowered in twenty seconds.

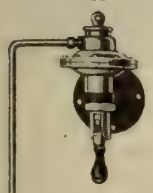
Leather-lined yoke.

THOUSANDS IN USE GIVING PERFECT SERVICE

Retails in Ontario at $4.00 per set of four.
Sell easy—good profit.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

The Distant Control



The "STACK"
Distant Control System
gives control of the water heater from any part of the house.

It is an attachment (supplied with the Stack Heater) that enables you to light the gas from your kitchen or bathroom or bedroom, even if the heater is located in the basement. If you are downstairs (at the heater) and want hot water for the laundry or any household purpose, turn on the control at that point, and the heater is instantly in operation.

IT FILLS A LONG-FELT WANT FOR A LOW-PRICED AUTOMATIC CONTROL AND FOR THIS REASON IT WILL BE IN BIG DEMAND.

Stack Water Heaters

Are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity made.

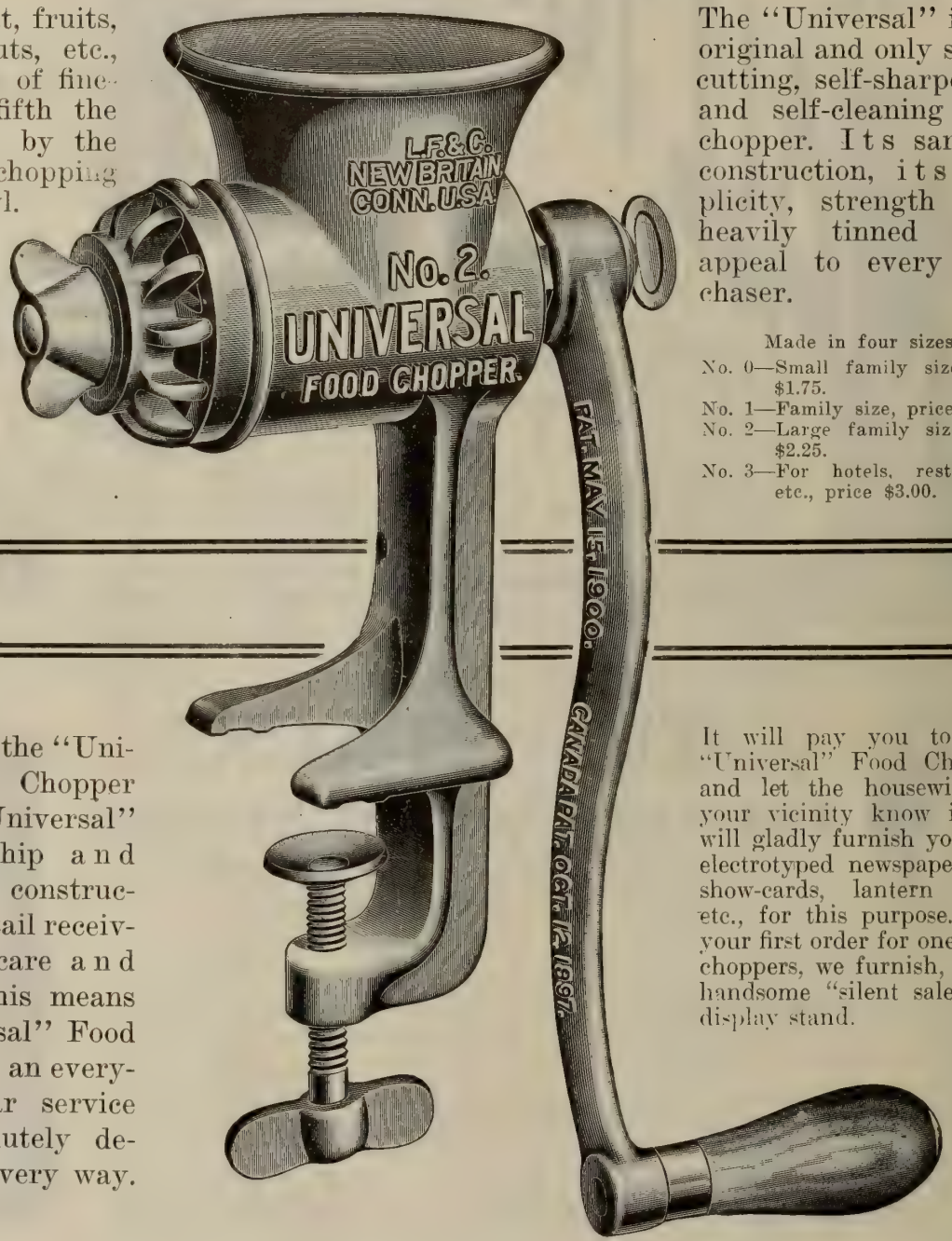
Drop a line for full details.

James Morrison Brass Mfg. Co., LIMITED
93-97 Adelaide Street West, TORONTO

DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

Fifteen years of continued advertising on this point has created such an ever-increasing demand for the "Universal" Food Chopper that it is one of the most profitable of all household appliances to handle.



The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Made in four sizes:

No. 0—Small family size, price $1.75.
No. 1—Family size, price $2.00.
No. 2—Large family size, price $2.25.
No. 3—For hotels, restaurants, etc., price $3.00.

Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

October is the big month in UNIVERSAL Choppers. If you haven't heard about the prize window trimming contest, write to your Jobber or direct to us for full particulars.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

NEW BRITAIN, CONN., U.S.A.

"GOLD COIN"

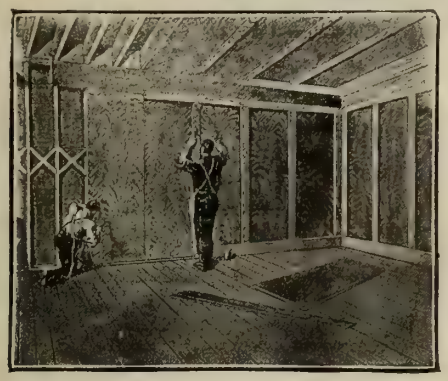
(Trade-Mark Registered)

Ceiling and Wall Board

CHEAPER than Lumber, Lath and Plaster.

CLEAN to handle. Absolutely no waste.

SAFE, as there is no danger as with falling plaster and GOLD COIN is less inflammable than lumber.



WE ARE QUICK SHIPPERS

Requires No Skilled Labor To Apply

May Be Applied All The Year Round

MADE IN CANADA FROM START TO FINISH

WRITE US TO-DAY FOR SAMPLES,
PRICES AND DESCRIPTIVE BOOKLET

LEWIS BROS., LIMITED, MONTREAL

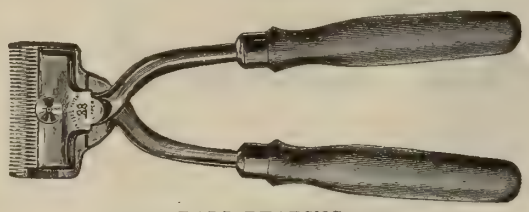
EXCLUSIVE DISTRIBUTERS IN CANADA
WHOLESALE ONLY

PRIEST'S HORSE and TOILET CLIPPERS

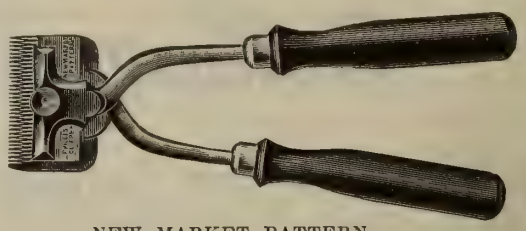
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

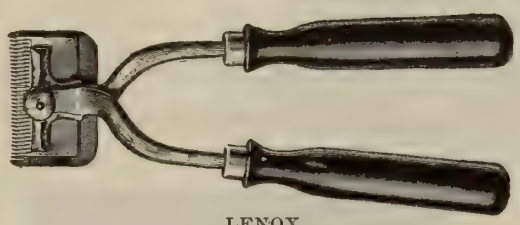
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

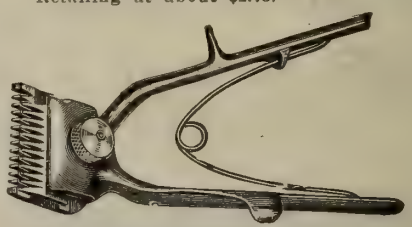


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

MAKE MONEY FROM GOOD PUMPS—PROFIT

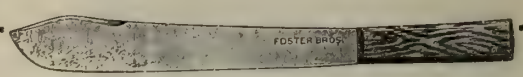
Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making, and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Do you carry them? If not, ask your Jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street - New York City
Scale Makers Since 1835

ROYAL TEA KETTLES

Why we sell so many—

1—Rolled-in rim at cover opening.
2—¼″ polished steel one-piece bail.
3—Double seam joining seamless body and seamless breast soldered on inside.
4—Double seam joining spout and body soldered on inside.
5—Large handle, 5½″ long, fitted with ferrules to prevent splitting.
6—Reinforced brass ears and copper rivets soldered on inside. Ears hold handle upright.
7—Handle rest which prevents bail from striking breast.
8—Cover knobs held on with tinned steel bolts riveted over washers.
9—Satin finish inside kettle.
10—Entire kettle heavily nickelled and polished to a high finish.
11—Made from selected copper sheets of full weight.
12—Packed individually in card-board boxes.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

The National Refining Company

PETROLEUM AND ITS PRODUCTS

PRICES QUOTED SUBJECT TO CHANGE WITHOUT NOTICE
ADDRESS ALL COMMUNICATIONS TO THE COMPANY

GENERAL OFFICES

CABLE ADDRESS
NATREFCO
A B C & WESTERN UNION
TELEGRAPH CODES

Cleveland, Ohio,
SIXTH CITY

June 3, 1914.

The American Rolling Mill Co.,
952 Rockefeller Bldg.,
Cleveland, Ohio.

Gentlemen:-

With reference to galvanized tubes made from American Ingot Iron, wish to say that in the spring of the year 1911 we placed with you a trial order for 50 tubes to be placed in our Lehman condensors, and on account of the very satisfactory results obtained, we are using these tubes exclusively in these condensors as we find they last from two to three times as long as charcoal iron tubes or the ordinary galvanized steel tubes.

These tubes are subjected to acid fumes and before using the American Ingot Iron Tubes, it was necessary to replace these about every two or three months.

Yours very truly,

THE NATIONAL REFINING COMPANY,

AEM:MS

Per A E Malin
Purchasing Agent.

June 3, 1914.

For further information regarding

ARMCO (American Ingot) IRON

Address **The American Rolling Mill Company**

Licensed Manufacturers under Patents granted to the International Metal Products Co.

MIDDLETOWN, OHIO

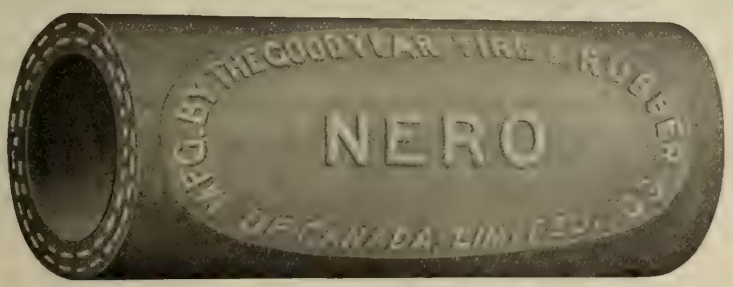
Hose You Can Recommend

You can't afford to sell hose you will have to make excuses for later on. When your customer gets poor service from the garden hose you sold him, he puts the blame up to *you*. *You* sold him the hose, in fact you are the only individual he dealt with in purchasing that hose. He may tell himself that the manufacturer is also at fault—but he doesn't excuse *you* for selling him unsatisfactory hose.

Goodyear Garden Hose is made for service. You can safely recommend it to your customers without any fear of having to explain later on why it didn't give good service.

Goodyear Garden Hose is made in two styles—one is known as "woven" hose and the other as "wrapped" hose. Both styles are illustrated and described below.

Nero Woven Hose—Plain or Corrugated Cover



"Nero" is an absolutely non-kinkable hose. This feature is due to its special seamless construction. There are no joints, as the fabric is woven right in the hose itself by special machinery. Made any length up to 500 feet.

Reliable Wrapped Hose—Plain Cover Only

The fabric in "Reliable" brand is cut on the bias and the edges are *stitched* together — not just stuck. The cover is made to stand rough handling and dragging over abrasive surfaces.

THE GOODYEAR TIRE & RUBBER CO. OF CANADA, LIMITED

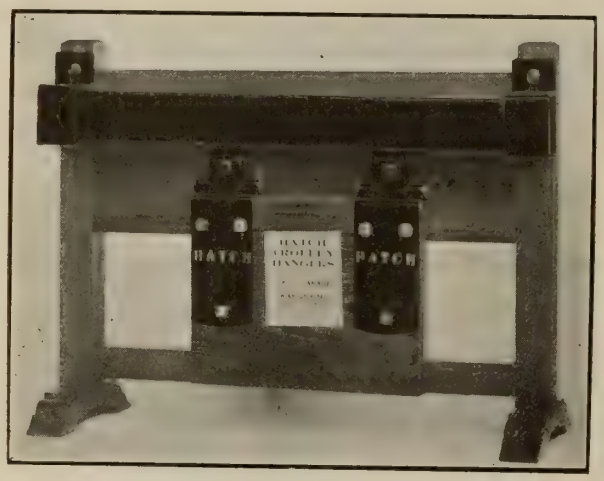
Head Office: Toronto, Ont. **Factory: Bowmanville, Ont.**

Branches at Vancouver, Calgary, Edmonton, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, N.B.

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK



Join the ever-growing ranks of

HATCH HANGER ENTHUSIASTS.

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

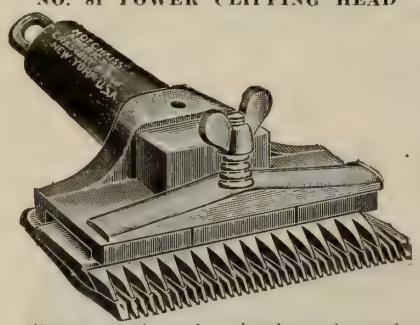
RUSH ORDERS WILL RECEIVE PROMPT EXECUTION.

Canada Steel Goods Co., Limited, Hamilton, Canada

Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS

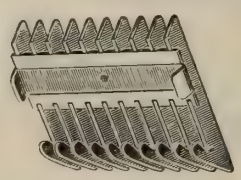
AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD



Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

ADJUSTABLE COMBS
Nickel Plated



Hotchkiss Patent Adjustable Combs. Either ¼ in. cut No. 2 or 5-16 in cut No. 3.

BARBERS' HAIR CLIPPERS

No. 600

Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated.

A high-grade article for the very best trade.

BARBERS' HAIR CLIPPERS

No. 755

Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

NO. 40 BALL-BEARING HORSE CLIPPER

Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

NO. 75 FETLOCK CLIPPER

This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

HARDWARE

FOR

SHRAPNEL, HOWITZER AND FIXED AMMUNITION CASES

which includes

BANDS

(Ready to put on Cases)

Wood Screws, Nails, Staples and Wire Handles

The Hardware is Made in Our Own Plants

We Guarantee Delivery. Prices on Application.

HAMILTON
TORONTO
VICTORIA
VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

A Solid Nickel Silver Military Service Mirror

We do not mean a Brass Nickel-Plated Mirror, but a Mirror absolutely solid Nickel Silver throughout.

Quality and finish guaranteed, nicely put up in a Brown, Black or Green Leatherette Case.

Can be purchased through the jobber or direct at a price that will permit of retailing at $1.00 and making a very handsome profit.

MIRROR

is stamped about the shield

"Nickel Silver"

Canadian Wm. A. Rogers, Limited

and in every way conforms to the Gold and Silver Marking Act.

Canadian Wm. A. Rogers, Limited

Factories and Salesrooms, 570 King Street West, TORONTO

"Metallic" Building Materials

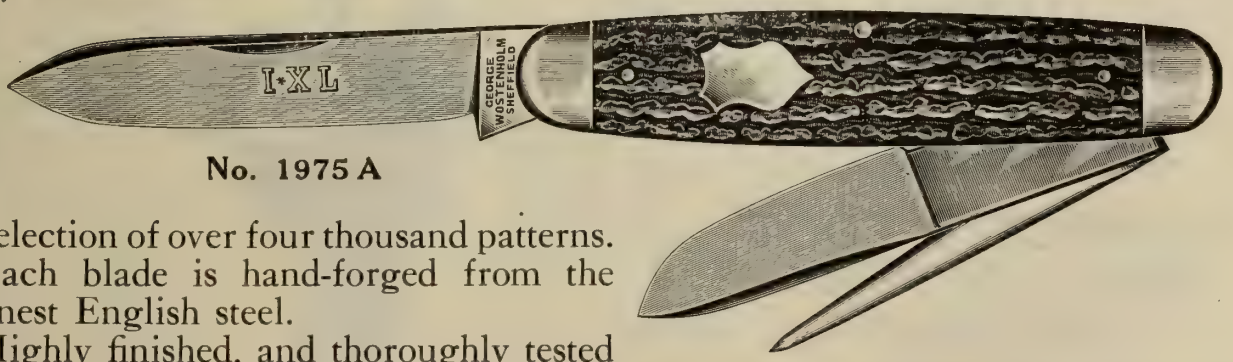
In bad weather put your men at erecting Metallic Ceilings

If you work it right you can always have a job ahead. It's profitable work too, in good weather or bad, if you use "M.R.Co." goods. We send you samples for your windows and advertising matter for your prospects. Write us for catalogue and book up a job or two for the next rainy spell. Do it to-day.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

I·XL POCKET CUTLERY



No. 1975 A

Selection of over four thousand patterns. Each blade is hand-forged from the finest English steel.
Highly finished, and thoroughly tested before leaving the factory. Our personal guarantee backs every knife sold over your counter.

Ask Your Jobber For Samples

GEO. WOSTENHOLM & SONS SHEFFIELD, ENGLAND

A. MacFARLANE & COMPANY, CANADIAN REPRESENTATIVES

"File Filosofies"

1st—Handle a line of Files that meets every demand.

2nd—Demand Absolute Uniformity. (One poor file may lose trade you've spent years to get and hold.)

3rd—Insist on Big Factory Stocks. (That means big business on small shelf-stock.)

4th—Consider the Superiority of 50 years' experience.

5th—Realize the Accuracy of five great modern plants.

6th—Think of the Economy of a 60,000,000 yearly output.

7th—Bear in mind the Uniformity of complete control of every manufacturing process.

8th—Get the benefit of a continuous advertising campaign—reaching all the people all the time.

9th—Sell "Made in Canada" Files — and keep both goods and money at home.

10th—Teach your trade to use more files.

11th—Handle and push one of the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

NICHOLSON FILE COMPANY
Port Hope *Jobbers Everywhere* Ontario

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.

A Clean, Safe and Economical Gas Lamp

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farmhouses or places far removed from city gas supplies.

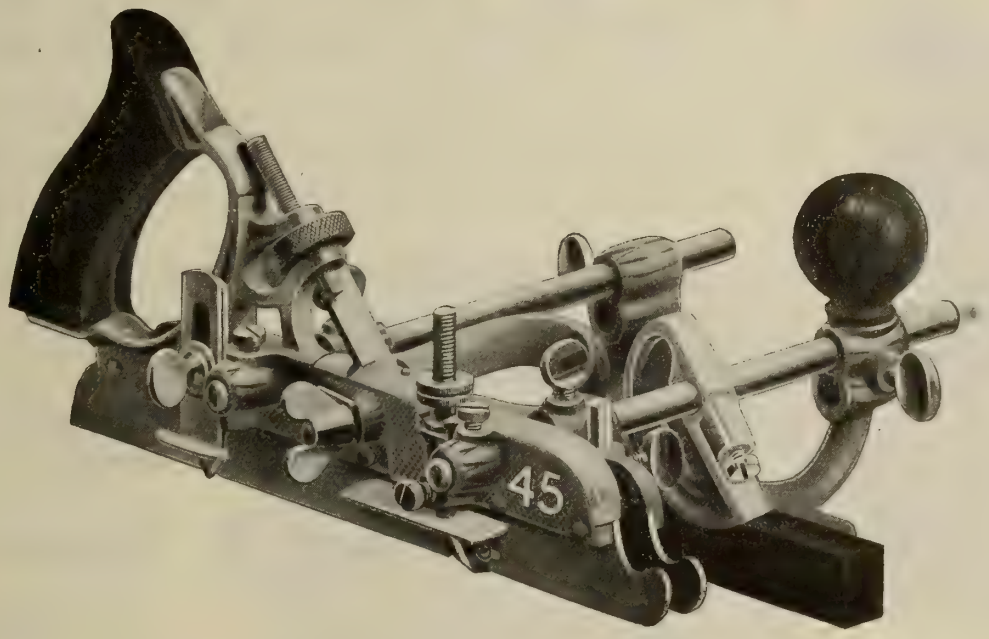
The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

We have a handsome proposition for wholesale and retail selling agents.

Write to-day for particulars.

Household Utilities Manufacturing Co.
Room 215, Dominion Savings Building
LONDON, CANADA

Stanley Tools



Stanley "Forty-five" Plane

This tool has long been popular with Carpenters, Joiners, Cabinet Makers, Pattern Makers and other artisans interested in woodworking of any description.

Combining as it does SEVEN TOOLS in a compact and practical form, occasions its use on many a job.

Display it with its cutters in your window and see that your tool-using customers receive our 12-page "FORTY-FIVE" booklet describing the tool in detail.

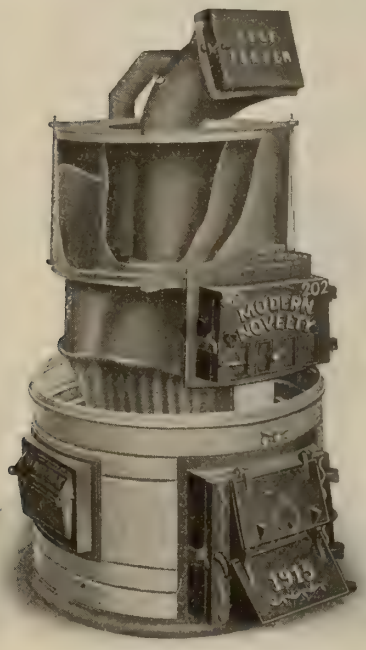
A Profitable Tool for You to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

SELF-FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES



The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co.

LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

The "STERLING" Rotary Ash Sifter

A most convenient and efficient ash sifter that can be sold at a price within reach of all. To operate turn the crank and the ashes fall through to the can and the coal and cinders are automatically ejected into the hod hanging on the end, without raising any dust.

This sifter is constructed of steel, galvanized after being made up, so that with ordinary care, will last indefinitely and there is absolutely nothing to get out of order.

Write for our prices on "Sterling" Ash Sifter, Ash Cans, Coal Hods, etc.

The Thos. Davidson Manufacturing Co., Limited

Toronto MONTREAL Winnipeg

Make Quality the Foundation of Your Stove Trade and Tie Up to a Line of Stoves and Ranges That Has Proved Its Worth and is Here to Stay.

EVERY dealer knows from experience that there is no other article he sells that will give him more trouble and loss of trade than a poor Range, while on the other hand the sale of a good Range makes satisfied and increased customers, and brings a lot of other business to his store.

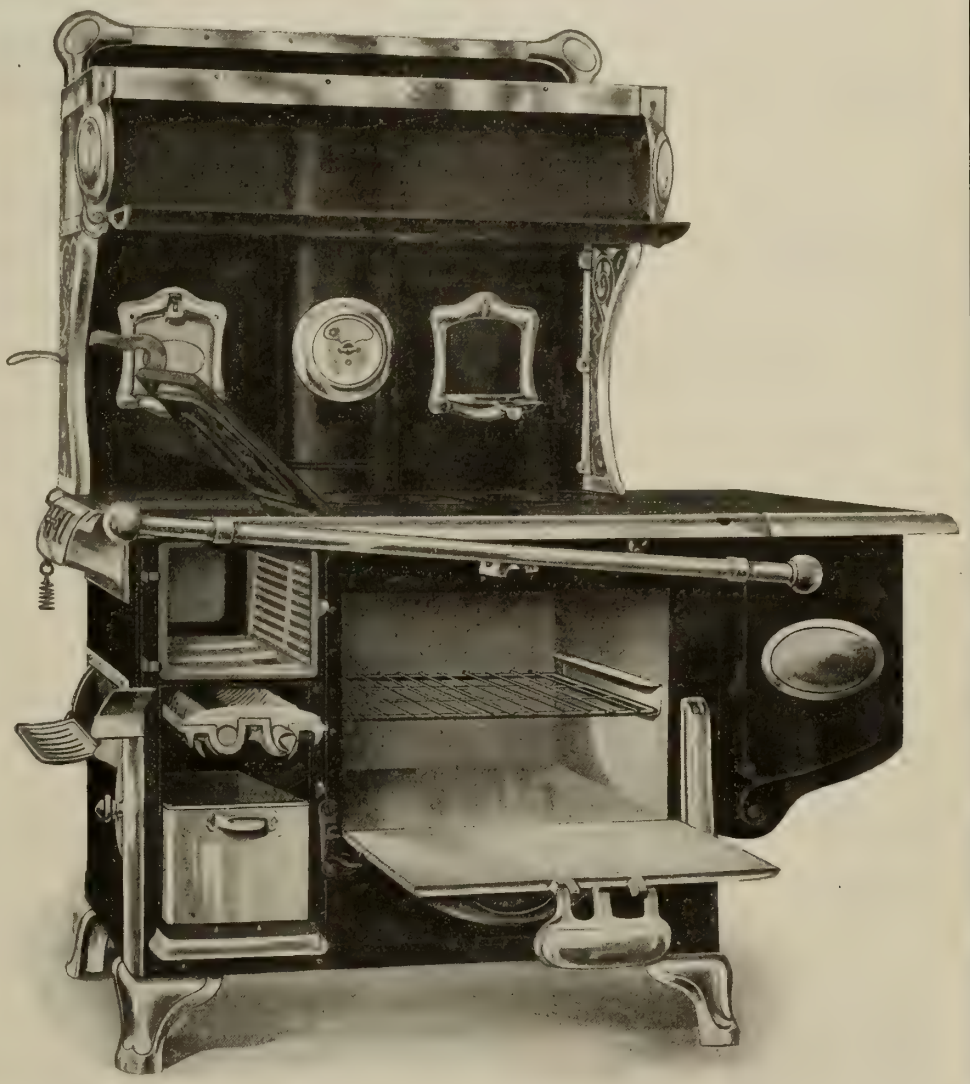
A Range should not be judged entirely from its external appearance. The dealer must rely largely upon the knowledge and responsibility of the maker to know that all internal parts are absolutely correct.

THE UNIVERSAL FAVORITE has built up, for DEALERS who handle them, a most satisfactory and profitable STOVE TRADE. The sale of a UNIVERSAL FAVORITE in a district means the sure sale of a number of others.

The Appearance, the Finish, the Workmanship, and the High-Grade Material in this Range put it in a class by itself. You have the courage of your convictions when selling it, it has so many strong points.

Every Dealer has customers who are willing to pay the price for a Range that will give absolute satisfaction and last for years. THE UNIVERSAL FAVORITE is specially built to meet the demands of this class of buyers, and the price is no higher than many other ranges offered in competition.

Put THE UNIVERSAL FAVORITE on your floor — it will prove the most profitable Range you ever handled.



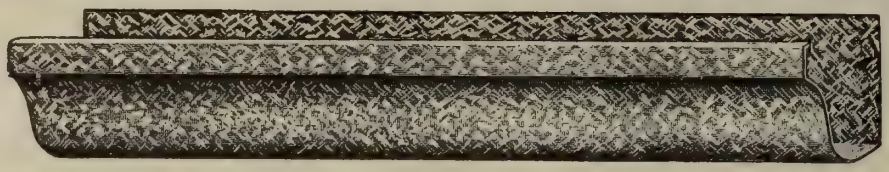
Made in Two Sizes—19 and 21-Inch Ovens.

High Closets furnished in Standard or Tile Finish, as desired.

THE UNIVERSAL FAVORITE is made of Copper Bearing, Rust-Resisting Steel, and is built to last a lifetime. ORDER A SAMPLE OF THIS RANGE, EXAMINE IT, WEIGH IT, MEASURE IT, TEST IT BY EVERY MEANS. IF IT IS NOT THE MOST SALEABLE RANGE YOU HAVE EVER HANDLED, RETURN IT AT OUR EXPENSE.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta



Our eavetrough is still the best-looking and easiest-fitting trough on the market.

Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, etc., and CORRUGATED IRON.

We ship whil[e] others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

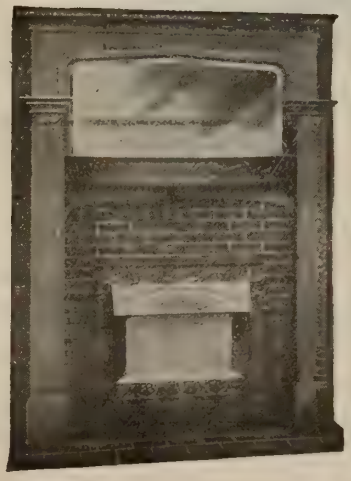
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Always a Bull's Eye

Every time you sell a box of Dominion Shot Shells or Metallics, you score a Bull's Eye with the buyer.

And a pleased customer means a steady one.

He will come back to you for other hunter's supplies, and his satisfaction and confidence in you is reflected upon every one of his associates.

In just this way is a good, substantial, sporting goods business built up.

Dominion Ammunition contains every element that enters into the making of a perfect shell or cartridge — materials, machines, men — the very best of each.

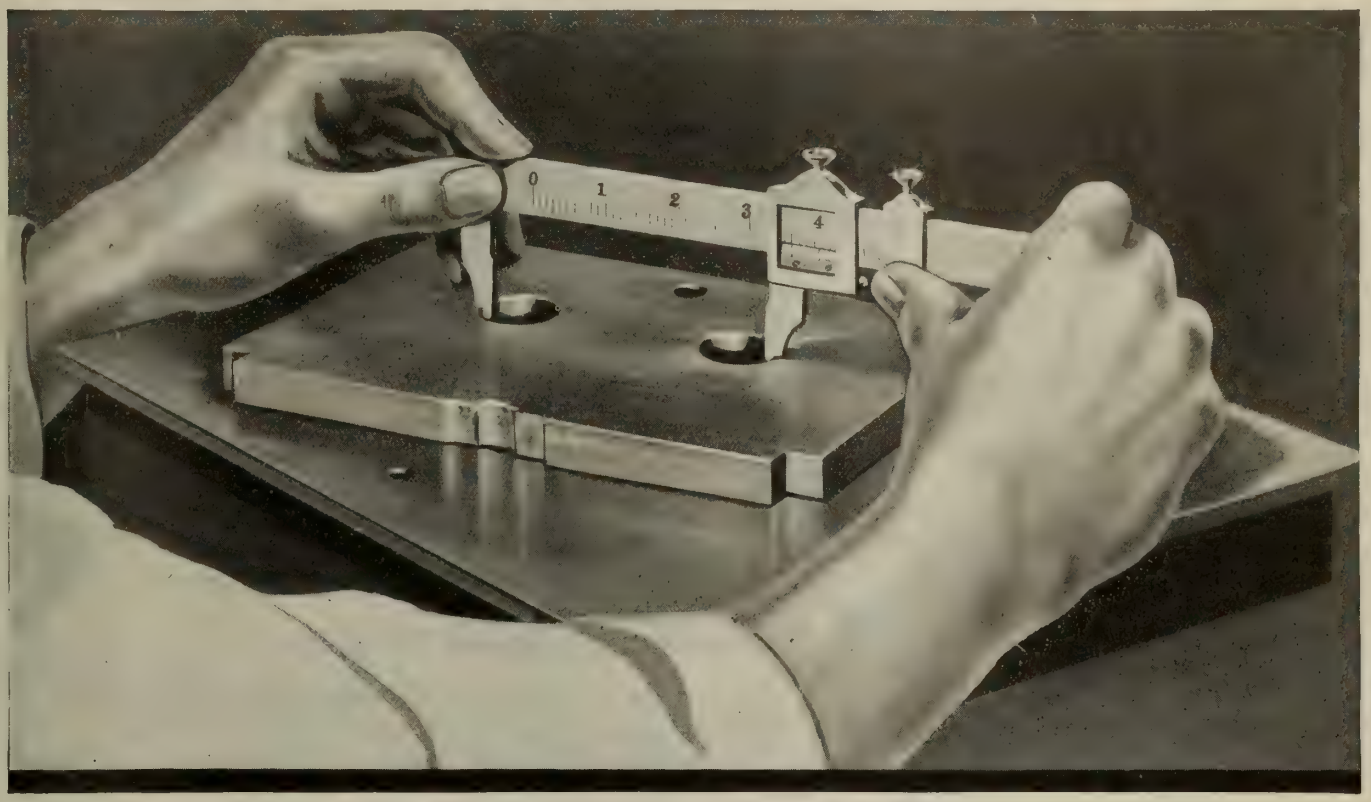
The nation-wide interest in target shooting has resulted in a large demand for Dominion .22 Long Rifle target cartridges—loaded with Smokeless, Lesmok or Black Powder. These are the Cartridges used by Canadian Cadets in matches and the large majority of Canadian Rifle Clubs.

You can sell such ammunition.

It is repeat orders that count, and those who once shoot Dominion Ammunition always repeat. When they buy from you once, they are your customers always.

Keep your stock complete. Don't miss a single sale.

Dominion Cartridge Co.
Limited
Montreal



This Man Must Have Instruments of Precision

HIS work demands tools of extreme accuracy—his job depends upon them. When he wants tools or instruments that he can depend upon he goes to the leading dealer and asks for Starrett Tools by name.

Starrett Tools

are mathematically accurate. Every engineer, machinist and high-class workman whose work requires accuracy knows Starrett Tools to be standard. The time saved in accurate fitting and machining is of value not only to manufacturers but makes the man with Starrett Tools a better workman.

Send for Free Catalog No. 20-M.A., prices, etc.

THE L. S. STARRETT COMPANY

"The World's Greatest Tool Makers"

ATHOL, MASS.

NEW YORK LONDON CHICAGO

The L. S. Starrett Company
Makers of Fine Mechanical Tools
BY INVITATION
MEMBER OF

Order Your Snow Shovels Now

Colborne Steel Snow Shovels

are the best in value to be had, the quality of the steel is right, and the handles are selected with care. There is a full range of shapes and sizes.

No. 9 has a round long handle, Pan measures 11½ x 13½.

No. 10 has a D handle, Pan measures 11½ x 13½.

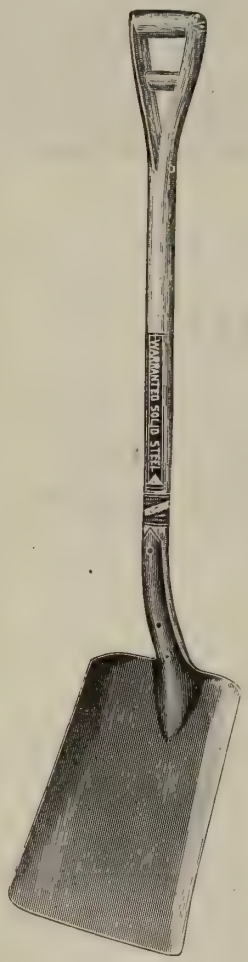
No. 12 has a round long handle, Pan measures 11½ x 13½, heavier in weight than No. 9.

No. 1B—Child's Steel Snow Shovel with round handle, small, japanned black.

No. 1R—Child's Steel Snow Shovel with round handle, small, japanned red.

No. 2B—Child's Steel Snow Shovel with round handle, large, japanned black.

No. 2R—Child's Steel Snow Shovel with round handle, large, japanned red.



Olds

OLDS STEEL SNOW SHOVELS

Strong large pans, 11¾ x 15 in., new split handle, like cut, specially made for Corporation, Lumbering or Railroad work.

MOOSE STEEL SNOW SHOVELS

Socket pattern, large and heavy split D handle, made for service.

WOOD SNOW SHOVELS

"THE VICTOR," made from oiled birch, iron reinforced, sizes 9 to 14-inch blade.

"LA CANADIENNE," made from oiled birch, hardwood handle, sizes 9 to 14 inch.

CHILDREN'S WOOD SNOW SHOVELS

"FAVORITE," painted red, sizes 5, 6 and 7 inch.

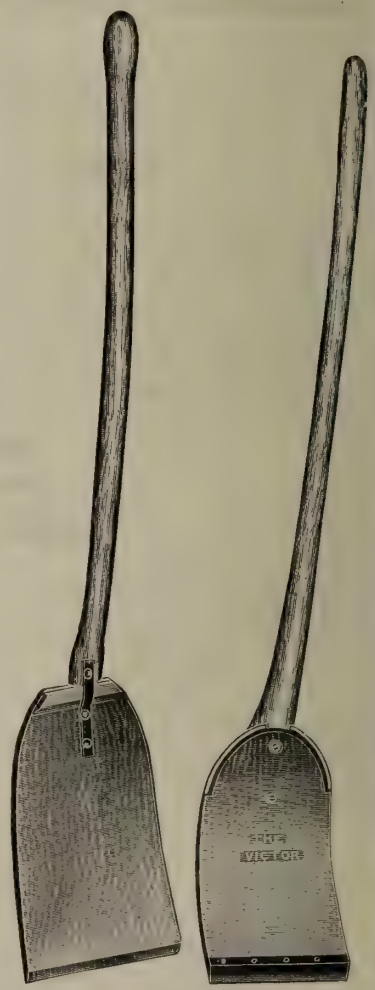
"VICTOR," oiled birch, sizes 6 and 7 inch.

FURNACE SCOOPS

No. 70, "Jones" Steel Pan, "D" handle.

No. 83, "Olds" Steel Pan, malleable "D" handle.

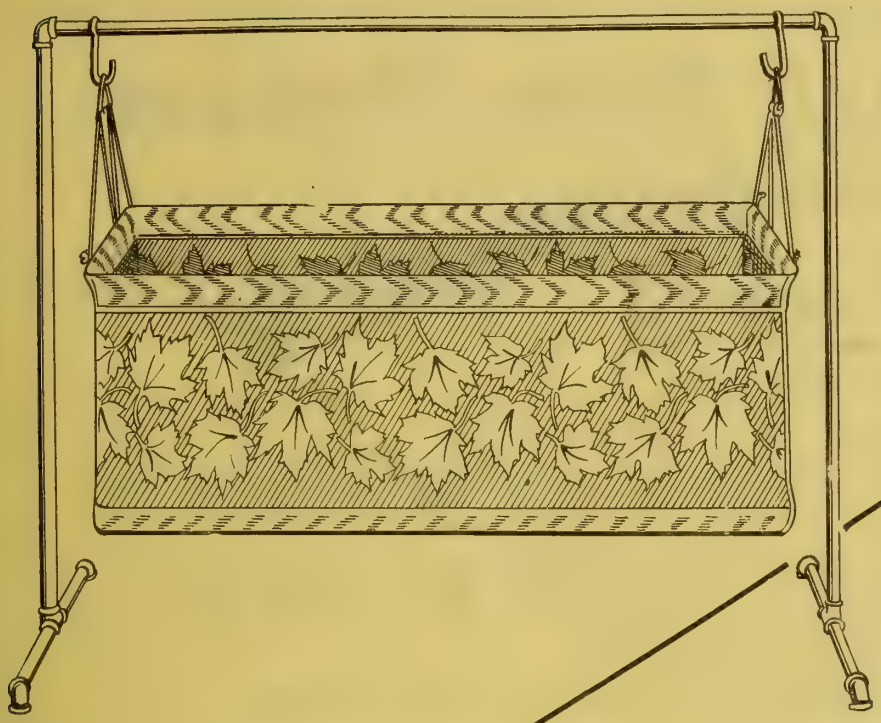
No. 11, "Colborne" Steel Pan, malleable "D" handle.



La Canadienne Victor

Caverhill, Learmont & Co.

Montreal



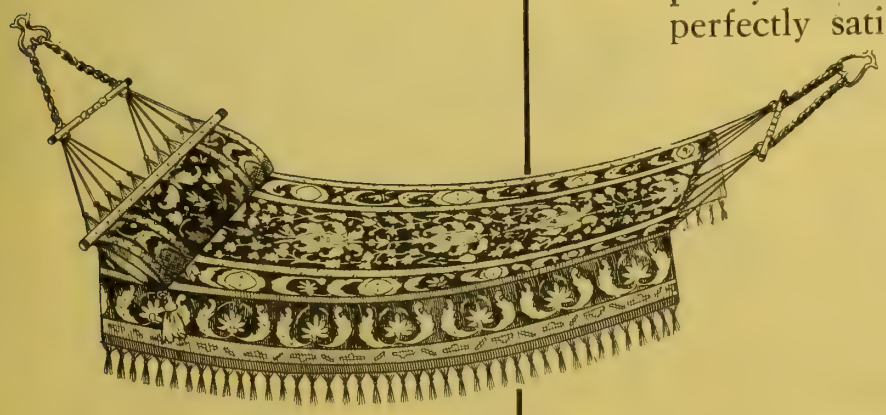
Hammocks for Spring Delivery

You make a double profit when you buy direct from us.

You make the usual hammock profit and you get the middleman's too.

Our travellers (direct from our factory) will call on you with the smartest line of hammocks yet produced and at prices that will surprise you.

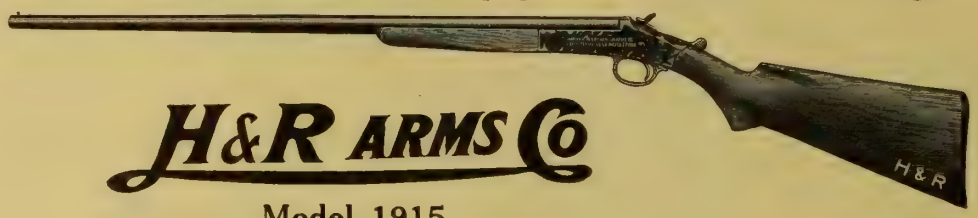
Don't place your order before they call on you. They'll be around in plenty of time, so that if you are not perfectly satisfied with our proposition, you can order from the other fellow. *REMEMBER we have the range and the values that's well worth your while to see.*



The Galt Robe and Hammock Co.
GALT, ONTARIO

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

FRANCO TRADE MARK

FLASHLIGHTS

Awarded Gold Medal at the Panama-Pacific International Exhibition, San Francisco, 1915.

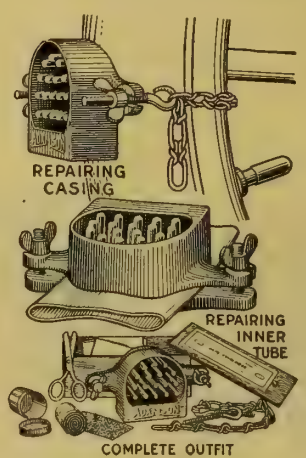
Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, TORONTO, ONTARIO

Always the latest and best in Electric Novelties

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.

67 BAY ST. N. ∴ HAMILTON, ONT.

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

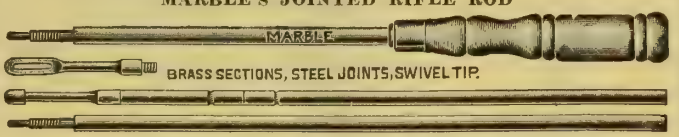
Send for Catalog No. 150

TRADE MARBLE'S MARK GUN "TOOLS"

These Marble specialties for men who shoot are the result of the creative genius of a pioneer hunter and all-around sportsman who knows the shooter's needs and appreciates what it means to have shooting accessories that are RIGHT.

Quality is the watchword in the Marble factory. Therefore when you sell Marble goods you make friends of shooters who want equipment they can depend upon.

MARBLE'S JOINTED RIFLE ROD



This Rod Will Not "Wobble," Bend or Break at Joints

As solid as a one-piece rod. A long steel dowell enters the recess in the solid brass section and imparts to the rod special rigidity. Furnished with jagged and slotted tips. Made for all lengths of barrel and all calibers from .22 to .50. List price **$1.00**

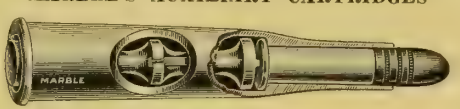
MARBLE'S RIFLE CLEANER

THE SPRING TEMPERED SPIRAL STEEL CORE OF MARBLE'S CLEANERS

A Trade Builder and Profit Maker for You

Brushes being a little smaller than the bore allows the spiral spring to force but one side of each brush against the bore. Thus they follow the twist, into every angle of the entire rifling and RAPIDLY remove lead, rust or powder residue. Exceedingly durable. Fits any standard rod. List .... **50c.**

MARBLE'S AUXILIARY CARTRIDGES



For .22 H. P.

For target practice or shooting small game with a heavy caliber rifle.

The device is fitted with its own firing pin, and firmly holds a real cartridge. It is loaded in magazine or breach. Firing pin of gun strikes secondary firing pin, exploding cartridge. The bullet being set into rifling, starts with a twist and cannot strip nor become deformed. Approved by officers of the Army and Militia.

Made in all practical sizes. List ..... **75c.**

MARBLE'S SHOT GUN CLEANER

Made to Fit All Standard Rods

Constructed same as rifle cleaner, except that each section is composed of twelve washers of gauze held together with fibre washers. The spiral core gives equal pressure from chamber to choke and with one thrust through the barrel it covers the entire circumference.

Gauges 10, 12, 16, 20 and 28. List ..... **75c.**

MARBLE'S NITRO-SOLVENT OIL

Best rust remover made. Cleans and polishes rapidly. A perfect lubricant. Once used, always wanted.

Two ounce bottle. List ..... **25c.**

Six ounce can. List ..... **50c.**

MARBLE'S ANTI-RUST ROPES

Keep the bore in perfect condition. Rusting and pitting are impossible. One oiling lasts for years.

For rifles and shotguns. List ..... **50c.**

For revolvers, **25c.**

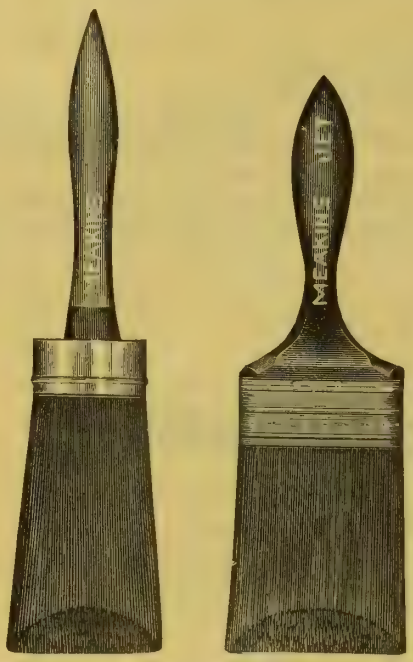
Write for Catalog of Marble's Game Getter Gun and 60 Outing Specialties, and Discount to Dealers.

MARBLE ARMS & MFG. COMPANY

5350 DELTA AVE. **GLADSTONE, MICH.**

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE



Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: **Winnipeg, London, Toronto, Montreal.**

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.

Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

Building Paper and Roofing Felts

Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

Orders Promptly Filled

Wrico ANTI-RUST

SNOW SHOVELS

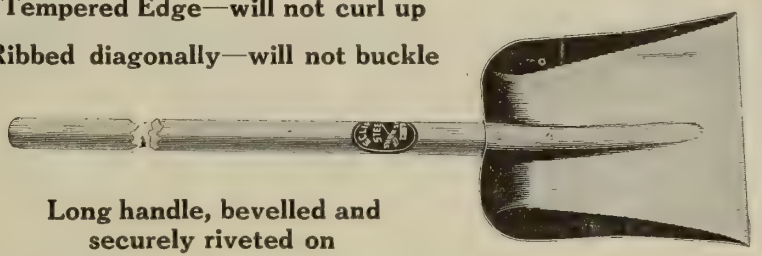
Wrico ANTI-RUST

With Silver-Steel Blade

Tempered Edge—will not curl up

Ribbed diagonally—will not buckle

Order a sample half-dozen with next shipment



Special prices quoted in quantity lots

Long handle, bevelled and securely riveted on

Look for the Wrico ANTI-RUST label guaranteeing it to be our make

E. T. WRIGHT CO., LIMITED - HAMILTON, CANADA

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

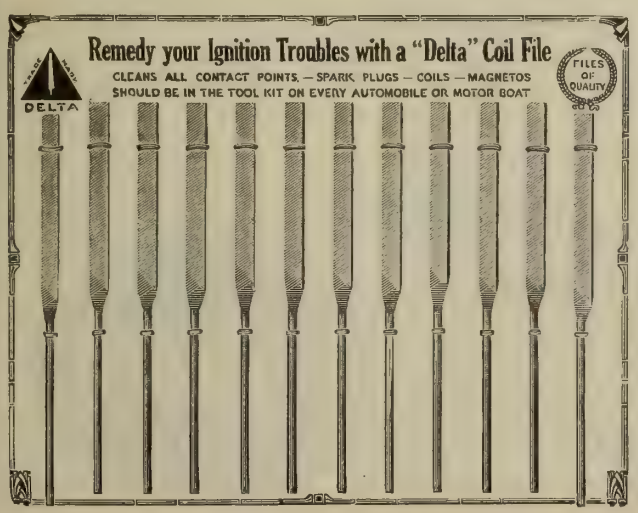
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The "Delta" Coil File

"A perfect fit for the autokit"

Invaluable for cleaning all contact points, spark plugs, coils, magnetos.

Delta Files are "a perfect fit" because they cut fast and stay sharp longer than any other file made—they give the utmost in satisfaction. We supply you with attractive window cards and advertising matter so as to let the automobile or power boat owner know that you can supply them.

Our trade-mark (the purchaser's **satisfaction or money-back guarantee)** is on every tang.

Order from your jobber; if he cannot supply you, write direct to **us.**

DELTA FILE WORKS, Philadelphia, Pa.

CANADIAN AGENTS—H. S. Howland, Sons & Co., Toronto. Starke, Seybold, Montreal.
Wm. Stairs, Son & Morrow, Halifax. Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

LEADERSHIP

is won and retained only by deserving confidence and holding it, year in and year out.

For over sixty years, we have merited and held the leadership in our goods in Canada.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, SEPTEMBER 25, 1915. No. 39

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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; other countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

Don't hide the goods you want to sell

With the Pexto Plier Display you can put the best sellers of a famous line where they'll attract trade without taking up a lot of room and with no effort on your part.

Handsomely finished in four colors. Large enough to command attention; small enough to be easily handled—exact size 22 x 28 inches.

Goes anywhere in the store, in the window, on the wall, on the counter—it stands or hangs.

Puts the most popular styles of pliers before the customer at a glance, doing away with handling a lot of goods over the counter and taking your clerks' time.

Can be varied to meet your own particular needs, with Linemen's, Electricians', Milliners', Jewelers', Opticians' and other styles of pliers.

There are 60 styles and 175 sizes in the Pexto line, including both box-joint and lap-joint patterns. Classified facts about entire line on back of display.

If your jobber can't supply you with a Plier Display, write us.

The Peck, Stow & Wilcox Company

P.S.&W. TOOLS GUARANTEED

MFRS. Mechanics' Hand Tools, Tinsmiths' & Sheet Metal Workers' Tools & Machines, Builders' & General Hardware.
Southington, Conn. Cleveland, Ohio
Address Correspondence 209 W. Center St., Southington, Conn.

J L B L CANADA

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on Your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

HARDWARE AND METAL

Established 1888. TORONTO, SEPTEMBER 25, 1915 Vol. 27. No 39

Shooting Season Under Way

Elaborate Display of Guns and Rifles by Moose Jaw Firm—How Auto Liveries are Encouraging Hunting Parties—Many Advertisements by Hardware Firms Featuring Hunter Supplies.

ON this and the following page are shown two reproductions of displays of hunters' supplies in Latham's Hardware, Moose Jaw, Sask. The display of rifles and shot guns is one of the largest and most attractive in Canada. The window display shown on this page was arranged by F. S. Keller. The display, although inexpensive to install, attracted a great deal of attention. A display of this kind is particularly seasonable at this time of the year when the shooting season is just getting well under way.

The main body of the display is composed of boxes of loaded shells, neatly arranged on the floor of the window.

A gun display rack, made of ½ inch pipe, nipples and tees, served as a display stand for showing shot guns. Neat price cards were attached to each gun. Manufacturers' display cards were also used in arranging the display.

The striking gun display, shown on the following page, is in the sporting goods department of Latham's Hardware. The large display case, at the time the photograph was taken, contained 119 shot guns and 75 rifles, valued at $4,840.50.

The large wall case is devoted entirely to the display of hunters' supplies. An examination of the photograph will disclose the fact that display space has also been provided for a large range of ammunition.

Spaces have been allotted for various makes of guns and rifles, as indicated by cards bearing the makers' names and attached to the display case.

Drawers below the ledge have been provided to accommodate surplus stock and other sporting goods lines.

While the stock of guns and rifles carried in Latham's Hardware, is an exceptionally large one it is not uncommon to find heavy stocks of guns and ammunition in hardware stores in many parts of Canada where shooting abounds. Canada is noted for its haunts of game, and each fall, thousands of sportsmen spend considerable time in the woods. The interest that is being taken in shooting in Canada this year is greater than in any year in the past, and those in close touch with the situation are of the opinion that sales of guns and ammunition this fall will be greater than in any previous year.

Display arranged by F. S. Keller for Latham's Hardware, Moose Jaw, Sask.

It is true that a good many sportsmen have enlisted for active service, but the additional interest which is being taken in shooting by those who have not enlisted will have a tendency to increase the demand for arms and ammunition.

Hardwaremen can do a great deal towards creating local interest in hunting. Window displays are good stimulators. They always attract considerable attention. Everybody from the small boy up is interested in a display of firearms and more especially during war time.

Newspaper advertisements are also particularly valuable in

Extensive display of rifles, guns and ammunition in Latham's Hardware, Moose Jaw, Sask.

creating interest in shooting. Just at the present time hundreds of hardware firms advertisements in various parts of Canada are featuring hunters' supplies.

Auto Liveries Encourage Shooting

Extra inducements are being offered to shooters this year by auto liveries. Owners of liveries are doing all they can to encourage hunting excursions. The auto livery owners in many towns are advertising in the newspapers that they will give special rates for shooting parties. This should encourage many sportsmen both amateur and professional to go out on short hunting trips. One of the objections sometimes raised a few years ago by would-be hunters in some towns was that it took too long to get out to the woods. With the advent of the auto his objection was overcome and to-day many thousands of private auto owners are real live hunting enthusiasts. Those not owning autos can secure very reasonable rates from auto liveries, who as previously stated are now offering their services to hunters.

Recent Advertisements

Fraser & Enticknap, Weyburn, Sask., in an advertisement published the day before the opening of the shooting season stated as follows:—"Mr. Shooter! Is your outfit complete for to-morrow? Are you ready for the hike to your favorite shooting ground? Better get busy and look over your outfit, and if not complete, come to Fraser & Enticknap's. We have the necessities you require to make your shooting trip a pleasant and profitable one for you. You need shells. We have the following well known makes ——— ——— —— ———. We bought before the raise and can save you money."

In the same issue of the newspaper in which Fraser & Enticknap's advertisement appeared there were also advertisements by The Weyburn Hardware & Furniture Co., and the Hoshal Carmichael Co., featuring in each instance, hunters' supplies.

Wm. Chalmers, Deloraine, Man., also devoted considerable space recently to a newspaper advertisement featuring shot guns and ammunition. The advertisement, illustrated with a cut of a shot gun, referred to two special guns as follows: "Our $12.50 Belgian gun is the best value we have ever offered, and we think the best ever sold anywhere at the price. Our next grade is $15, and remarkable value as well."

The George Taylor Hardware Company, Cobalt, opened the hunting season by arranging an exceptionally novel and instructive window display of hunters' supplies. In addition to the window display, considerable space in the firm's newspaper advertisement was used in giving a talk on the hunting season, and the firm's ability to equip the hunter with all necessary supplies. Prices were quoted in a long list of rifles and shot guns of various kinds. In the same advertisement reference was made to the window display which was being shown at the time.

T. McAvity & Sons, St. John, N.B., in a recent advertisement used considerable space to feature hunters' supplies. Prices were quoted on every article mentioned in the advertisement. Neat illustrations were used to brighten up the advertisement. A few of the lines featured were, decoys, shell bags, electric lanterns, alcohol stoves, sportsmen's knives, pistol holsters, rifle and shot cartridge belts, hunting axes, hunting knives, thermos bottles, gun cleaners, sporting whistles, reloading sets, rifles, guns and ammunition.

Those mentioned are only a few of the many hardware firms whose advertisements during the past few weeks have featured hunters' supplies.

Playing Up Auto Accessories

J. H. Ashdown Hardware Co. Features Auto Accessories Along With Other Lines in a Full-Page Newspaper Advertisement—Auto Owners Patronizing Hardwaremen

ON this page is shown a reproduction of a full page advertisement of the J. H. Ashdown Hardware Co., as it appeared in the September 17 issue of a Winnipeg evening newspaper.

There are many striking features in the advertisement of interest to retail hardwaremen. A great many seasonable articles are illustrated, described and priced. A glance at the advertisement is sufficient to show that it is one that would interest hundreds of people. One of the most striking features, however, is the number of auto accessories offered in the advertisement, thus indicating that the firm carries a good stock of auto accessories, and considers this line to be of such importance as to devote to it considerable space in the advertisement.

The first article offered in the advertisement is a spring spreader which is illustrated and described. The price is quoted at $1.50. Side lamps and tail lamps for Ford cars are featured in two panels near the top of the advertisement. In the upper right hand corner automobile horns, ranging in price from $2.50 to $4 are illustrated, described and priced. Automobile locks, patches and tire covers are also featured. A special sale of Ford auto tires at $11 is announced. The tires are offered for sale on Saturday, at the advertised price.

Electric headlights and bulbs for Ford cars are also offered to car owners.

Gasoline reserve valves, and automobile oil gages, both for Ford cars are also prominently featured. Tubular flashlights, used extensively by motorists are also offered at a special price for Saturday selling.

It will be noted that most of the accessories featured in this advertisement are for Ford cars. It is estimated that there are approximately 80,000 Ford cars in use in Canada at the present time—and the number is steadily increasing.

The army of Ford car owners in Canada alone has tremendous purchasing power. The Ford accessories featured in the accompanying advertisement are only a few of hundreds which are now being manufactured and offered to car owners through retail hardware firms, and garages.

For a few years after the advent of the automobile, the sale of accessories was to some extent controlled by the garages. This of course does not apply to the sale of wrenches, chisels, hammers, pincers, etc., which have always been controlled by the hardware trade.

The tendency now is for the hardwaremen to carry the accessories which were formerly in the hands of the garage owners. Manufacturers of accessories are trying hard to distribute their products through the channels of the hardware trade. The automobile accessory business has grown at an enormous rate during the past few years, but those actively engaged in the accessory business claim that the accessory business, as far as volume of sales is concerned, is only in its infancy.

In addition to Ford owners there are many thousands of owners of other makes of cars—they are all prospective purchasers of accessories. A great many car owners avoid the garages as much as possible, preferring to do their own repair work at home. The result of this has been, that in every community there are car owners who since purchasing cars, have purchased supplies to equip a modern repair shop on a small scale.

Repair kits of various kinds have found a very large sale. Special tools for car owners have been produced in large numbers and in great variety. Some have proved good sellers—others have not.

In addition to the big demand for tools and accessories of various kinds there is the ever increasing demand for oils and greases of various kinds, gasoline, polishes and numberless other

(Con. on p. 37.)

Full-page advertisement by Ashdown's Hardware, Winnipeg.

Making Up for Lost Business

Machinists Tools, Electrical Supplies and Specialties and Sporting Goods Added to Stock of Verdun, Quebec, Merchant—Making up for Decline in Demand for Building Supplies.

It is a well known fact that when building operations are curtailed, the retail hardware merchant is one of the first to feel the effects. In some of the suburbs of our larger cities there are hardware firms, who, prior to the war, were doing a large business in builders' hardware. Many of the suburbs were growing rapidly. Whole blocks of houses were springing up, and the hardwaremen were kept exceedingly busy. The financial stringency before the war affected the building trades to a considerable extent, but the climax was reached when the war broke out and people began to double up. Two and three families would move into a house which had previously been occupied by one.

Verdun is not a manufacturing centre. The city fathers left it to the neighboring suburb of Point St. Charles to secure the big industries. She was content to take the people, and leave the smoke and noise within the borders of Montreal. People live in Verdun; they labor in Montreal.

Oscar Fauteux, of Fauteux Co., did a good volume of builders' hardware business for a number of years prior to the war. With the outbreak of the war and building operations curtailed, Mr. Fauteux found it incumbent on him to find new lines. He took on a number of new lines, some of which he had previously neglected. Some of these were comparative failures, and were dropped comparatively quickly; others proved money-makers.

It is only natural that in a city afflicted with growing pains like Verdun, where many of the people are their own architects and builders, there is, in normal times, a demand for carpenters' tools. Fauteux, Ltd., have an exceptionally fine display of tools, mostly for carpenters. The demand for machinist tools had been almost negligible. As a matter of fact this business had been going to the stores of Montreal.

Added Machinist Tools

Mr. Fauteux added another section to his already long wall case, and put in a splendid assortment of machinist tools of a well-known brand. Although Verdun has no factories, there are several mammoth ones right at its door, including the Canada Car, the Grand Trunk shops, and the Montreal Rolling Mills. Some of these were making munitions of war, which created a demand for finer tools, including calipers, micrometers, and gauges, etc. Business was good right from the start, and it was found necessary to increase the stock twenty-five per cent.

Speaking to the writer, Mr. Fauteux said:—"The increased business in this line almost made up for the falling off in other lines of tools. It certainly surprised us; we never thought we could capture such a good share of the trade which had been going from here to Montreal, so quickly. Of course, the fact that we carried a nationally advertised line made it much easier for us."

Electrical Specialties

Now for the second venture—electrical supplies and specialties. The firm's attention in boom times had been so much occupied with building, they had neglected to a certain extent the up-to-date woman who irons and cooks by electricity. They found in these expensive items another productive source of revenue. And not the least among them was the electric flash light. To quote Mr. Fauteux again:

"We sold these pocket flashlights like hot cakes for a dollar and a half up. I don't know where they got the money for them, but they bought them just the same. Lots of people wanted them for their motor boats, and," he added, "I

(Continued on page 36.)

View in the hardware store of Fauteux Ltd., 1365 Wellington Street, Verdun, Que.

Building Up An Accessory Department

How One Hardware Firm Started To Sell Auto Accessories In a Small Way and Built Up a Connection

MUCH has been said and written during the past year regarding auto accessories as a hardware line. Some merchants are selling auto accessories in large numbers, while others have not met with very much success in securing the trade of the autoist.

Other retail hardware firms have even gone so far as to equip garages to run in connection with their hardware store.

The success or failure of an auto accessory department will depend largely upon local conditions and the efforts devoted to the line by the merchant. In a district where there are very few automobiles it would be very unwise to put in a heavy stock of auto accessories. Unless there is a need or demand for goods there is no justification for a merchant putting in a stock unless the merchant is of the opinion that a demand for the goods can be worked up.

There are no doubt some retail merchants who would not be justified in putting in a stock of auto accessories, but on the other hand there is danger of other merchants overlooking opportunities which do exist.

Auto accessories have proven themselves to be a mighty nice and profitable line for some merchants to handle, but they are not a road to sudden wealth. Just like any other line they have to be displayed, advertised and pushed.

Most lines of auto accessories carry a very fair margin of profit, more in fact, than many other lines which are usually carried. Care, however, has to be exercised in buying. There are certain accessories that are as staple as nails, while others are not

Most of the firms now making a success of the auto accessory line will tell you that they started in a very small way, with a small stock of accessories. As the demand grew, and auto owners asked for other lines the stocks were enlarged. One merchant who has worked up a very nice connection with the auto owners in his community, started at first to solicit the trade of autoists for polishes, oils, greases, dry cells, etc. The merchant and his salesmen observed that very frequently the auto owners would purchase pliers, wrenches and other small tools.

Inquiries for bearing scrapers, spark plugs, patches, cement and other lines became quite frequent, in fact so numerous did they become that the head salesman took the matter up with the proprietor and suggested that a small stock of most-called for articles be placed in stock. Before ordering the goods, however, it was agreed that for one week, the clerks would secure as much information as possible from auto owners, regarding their requirements.

The plan followed out was for each clerk, when waiting on an auto owner or chauffeur, to state that the firm intended to place in stock a line of auto accessories and want to have the opinion of the auto owners as to which would be the best lines to carry in order to meet the demand. Each clerk kept a list of the articles suggested by the autoist, and by the end of the week the opinions of a large number of autoists had been received.

The articles most frequently mentioned were listed and a small opening order was placed. Manufacturers and wholesalers were asked to send in catalogues of all auto accessory lines which they manufactured or carried in stock.

A portion of one of the silent salesmen was used to display accessories and a start was made to push the new line.

When auto owners visited the store for other lines, their attention was directed to the stock of accessories. Within a short time it was found necessary to add new lines, and in a year's time the department had grown to a considerable size. Even now the investment is not heavy, considering the amount of business that is being done.

A great many special orders are received, but in most cases the auto owner is willing to wait a few days until the goods are ordered from the wholesaler or manufacturer.

Window displays frequently feature auto accessories and tools, etc. Occasionally newspaper advertisements refer to the firm's ability to supply the needs of the autoists.

An auto filling station has been installed in front of the store, and although the profit on gasoline is not very great, the firm has found that the sta-

(Con. on p. 37.)

Auto delivery used by J. S. Mitchell & Co., hardware merchants, Sherbrooke, Que.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, SEPTEMBER 25, 1915 No. 39

WAR TAXES IN ENGLAND

WHAT is probably the greatest war budget in the world's history, was introduced in the British House of Commons this week by Rt. Honorable Reginald McKenna. In order to raise the needed amount of revenue and prevent this year's deficit from rising above present figures, the Government proposes to adopt stern measures of taxation. The taxes are the most far-reaching in the history of Great Britain and involve even free trade. Bicycles, automobiles, moving picture films, clocks, watches, musical instruments, plate glass and hats will pay a tax of 33 1-3 per cent. ad valorem. The one cent mail will be abolished entirely, and the rate on telegrams increased from 12 cents for 12 words to 18 cents. There is also an increase in telephone charges. The sugar tax is also largely increased. The principal blow falls on incomes. The existing tax is advanced 40 per cent. and its scope is so enlarged as to include those earning as low as $14 per week. Spirits and beer are untouched by the new schedules.

RAZOR MAKERS' STRIKE

OWING to the difficulties which have developed between the employers and workmen engaged in making razors, it is almost impossible to buy razors in Sheffield at the present time. For some time the output of razors had failed to meet the demand, and when the strike occurred there were very few stocks in the hands of makers. In addition to the huge demand for razors from military and naval authorities, the demand from other sources, since the outbreak of the war, has been the greatest in the history of Sheffield. The extraordinary demand is due to the absence of German razors from the market. One of the most regrettable and serious features of the strike is the cutting-off of supplies to the army and navy, as a razor is a necessary part of every soldiers' kit. Another unpleasant feature of the strike is the manner in which the efforts of the Sheffield committee, which is receiving gifts of old or spare razors for the troops at the front, have been affected. Owing to the scarcity of razors a call was sent forth for old or spare razors. These were to be put into good shape in Sheffield and forwarded to the War Office. Owing to the strike the workmen engaged in fitting up the old razors have also quit work, with the result that the Sheffield committee has had to make an arrangement whereby a number of barbers have been employed to fit up those razors which merely require to be whetted and set. Canadians have so far collected over 25,000 old or spare razors. Between five and six hundred men are affected by the strike of razor makers. The demand was for an increase in pay of 12½ per cent. for commercial work, and 10 per cent. for Government work. An offer of 10 per cent. on the former and nothing on the latter was rejected by the workers. Conditions in other branches of the cutlery trade are said to be excellent and the volume of business passing at present would be considered good even in normal times.

GERMAN HARDWARE SITUATION

A RECENT report of the American Association of Commerce and Trade, Berlin, Germany, gave some interesting information regarding the German hardware situation. Investigation revealed a ranging degree of activity in the different branches of the hardware industry. One large manufacturer of builders' specialties reports that his output at present is but half his peace production, the falling off being attributed to high prices and stagnation in the building trade. Decreased activity in the building trades also reacts on works producing locks, and the increased cost of raw materials has caused a rise of 5 to 10 per cent. in the finished product. The demand for rivets and screws is limited but the factories are in a position to keep their working forces together. Extraordinary activity is reported from establishments furnishing supplies for the army and navy, day and night shifts are the rule and by turning over part of the orders to other factories less busy, the condition of the latter is improving. Activity in the tool trades is said to be satisfactory, and although general consumption has declined, trade in axes, hatchets, hammers, files, and similar tools is

brisk. Prices have been adjusted in accordance with manufacturing costs. Factories making accessories for bicycles and automobiles are said to be well employed, while the harvesting of crops created a good demand for harvest tools. It is claimed that the other metal trades are extremely busy and are obtaining good prices on orders for military supplies.

ADVANCE ON WIRE

THE market reports this week give details regarding the latest advance in the price of wire of various kinds, staples, etc. This advance has followed the advance in the price of wire nails which took place two weeks ago. Although it is hard to get those in close touch with the situation to express an opinion regarding future quotations on wire nails, it is rumored that a further advance of possibly ten cents per keg will take place in the near future. The American Metal Market in referring to the recent advance in wire products states, in a Pittsburg report that the advance in wire products of $2 a ton effective, on Monday of this week, carries prices to a rather good level. Inasmuch as the differentials between products were modified at various times this year prior to the present advance, a single comparison between the new prices and the high points of previous years cannot be made. From May 1, 1909, until recently there had been no change in differentials otherwise than the advance in galvanizing from 30c to 40c on October 12, 1912.

The new price on plain wire, 1.60c, represents a total advance this year of $4 a ton and brings the price up to the high points of 1913 and 1911, and $1 a ton above the high point of 1911. In every year from 1899 to 1910 inclusive, the high points were above 1.60c. The high point of 1907 was 1.90c.

As the differential between plain wire and wire nails is now 15c instead of 20c, the nail price of $1.75 is still five cents a keg under the high points of 1911 and 1913.

As painted barb wire is now 30c above plain wire instead of 20c, the present price of 1.90c is the highest since 1909.

Galvanized barb wire is still higher in proportion, as there is the 10c additional spread for barb wire over plain wire, and 70c more for galvanizing, against 40c in 1913 and 1914 and 30c prior to October 12, 1912. Galvanized barb wire at 2.60c is the highest since 1903.

WAR ORDERS

WAR orders are still the big factor in manufacturing industries connected with the metal trades. In the steel trades the brisk demand for forgings and rounds for shells continues, and the demand for rounds is much greater than can be met by the capacity of Canadian plants. While it was feared some months ago that the iron and steel industry might be affected to some extent by a possible shortage of labor, or that the demand would grow to such an extent that a shortage would occur in coke, pig iron, etc., at the present time the feeling generally expressed is that no serious restrictions will be placed on production for war supplies, particularly as the domestic situation in this direction shows little signs of returning to normal.

However, if the demand for steel for the manufacture of shells larger than those now being produced becomes general, which seems altogether probable, it will likely tax our mills to their very utmost, especially in the matter of billets, as the larger shells will be made from this class of product. There are indications that orders for large shells have already been received or are expected in the near future. Several plants are being equipped for the production of 6-inch shells and larger, one firm in Montreal hoping to start making the former in about a month. Two weeks ago we announced that large orders for shovels had been placed with Canadian shovel manufacturers. This week an announcement is made to the effect that Canadian manufacturers have received large orders for axes. Orders for many other lines have been placed through the purchasing department of the Canadian Pacific Railway, acting for the British War Office.

EFFICIENT SALESMEN

THERE is a certain amount of truth in the old saying that goods well bought are half sold, but there are conditions where goods which had been bought on the most desirable basis would never sell.

The fact of the matter is that the presence of good salesmen is fully as important as the advantages of having secured the goods on the best terms. Splendid value alone will not always sell goods unless there is someone there to demonstrate the value. Neither for that matter will a good salesman be able to create business unless the goods he offers have the value. Both sides of the proposition are important and both are indispensable. The maintenance of a thoroughly efficient sales staff is, therefore, a problem which every dealer must face. If a merchant can keep his salesman up to a high standard of efficiency, he need not worry about his volume of business. On the other hand, the merchant who does not maintain a high standard will not get far ahead, no matter how well equipped he may be in other respects and how energetic his methods in every other way. The first step in maintaining efficiency on the sales staff is to carefully watch the matter of appointments. Shrewd selection and rejection of applicants will help more than any other single factor. Having good material to work on in the first place is the prime necessity. With good material, careful training will develop a competent staff.

HARDWAREMAN APPOINTED SHERIFF

One of the most widely-known hardware men in Western Ontario, T. I. Thomson, of Owen Sound, ex-M.P., has been appointed sheriff of the County of Grey. Mr. Thomson is head of the firm of T. I. Thomson, wholesale and retail hardwaremen. He has been a citizen of Owen Sound for the last twenty-eight years, and during that period has been honored with almost every public position in the gift of his fellow citizens. He has been successful in his business undertakings, and besides the large hardware business of which he has been the head, he is president of the Farrar Transportation Co., and has other extensive business interests.

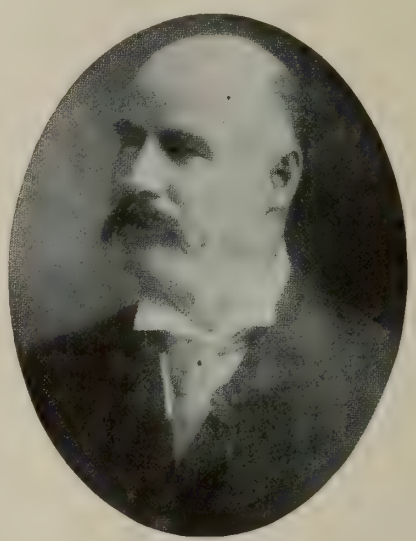
Mr. Thomson was born in Napanee, Ont., in 1855. He was educated at Brampton and Uxbridge, and at the latter place got his first insight into the retail business. He went to Kincardine and later to Goderich, where he continued in the mercantile line. In 1880, in company with his brothers, John A. and Joseph A., he started business in the hardware line in Port Elgin, under the firm name of Thomson Bros. He continued in Port Elgin till 1888, when he moved to Owen Sound, taking over the long-established hardware business of the late A. M. Stephens. He conducted the business personally until three years ago, when it was converted into a joint stock company under the firm name of T. I. Thomson, Ltd., his son, T. Walden Thomson, and Leonard Ferguson being taken into active partnership. These two gentlemen who have been connected with the management for years, will carry on the business. They are practical hardware men of life-long experience in the trade, and the business will be in capable hands.

While active in business, Mr. Thomson has always found time to mingle in public affairs, and takes a deep interest in all municipal and political questions. His first municipal experience was obtained before coming to Owen Sound, for in 1885-6 he was a member of the Port Elgin town council. Eight years after moving to Owen Sound the ratepayers recognized his ability and he served the town as reeve in 1895 and 1896. Mr. Thomson was elected mayor of the town in the election of January, 1897, and he was given a second term in 1898. As chief magistrate he ably administered the affairs of the town, and five years later, in March, 1903, when he presented himself as a candidate for the Dominion House, as the nominee of the Conservative Party in North Grey, he was elected. Ever since he was a young man Mr. Thomson took an active interest in politics. He has a most pleasing personality which brings him closely in touch with people of all classes. In the capacity of public speaker he has always been impressive and resourceful and as a campaigner always a source of strength to his party. Mr. Thomson takes his new office at once.

CANADIAN FLAXSEED FOR HULL

A most striking and important result of the war has been the diversion to the United Kingdom of large quantities of flaxseed, cottonseed, copra, ground nuts, palm kernels, etc., which would in the usual course of events have gone to Germany and to other Continental countries.

The returns of the imports of the principal oilseeds into the United Kingdom for the first seven months of the present year as compared with the same period



T. I. THOMSON

of T. I. Thomson & Son, Owen Sound, appointed sheriff for Grey county.

of last year afford interesting reading, more especially as the comparison is made for a war period as against a pre-war period.

The chief feature of the returns which have most importance to Canadian interests is the importation of flaxseed. In the year 1913 2,670,091 bushels of Canadian flaxseed were shipped from Montreal to Hull out of a total export to all United Kingdom ports of 6,149,327 bushels. In the year following, when the crop was a light one in Canada, 176,694 bushels of flaxseed were sent to the United Kingdom but even of this amount Hull received 82,074 bushels, or nearly 46 per cent.

So far during the current year the imports of Canadian flaxseed have been distinctly light, only 521 quarters having been imported into the United Kingdom from Canada.

MAKING UP FOR LOST BUSINESS

(Continued from page 32.)

suppose other people just bought them to have one.''

Two Men on the Road

With building practically suspended, this firm has also found an unusual demand for electrical supplies. Two men were put on the road to get this business. It was found that many of those who had vacant property, in order to sell or rent it, were willing to spend money fitting it up with electric light. As soon as a house had been rented or sold, Fauteux's men got after the tenants for their lamp business, supplying tungsten lamps, etc., on which there was a good profit.

It has been the experience of this firm, that to sell electrical specialties over the counter gives them a reputation as an electrical house—a reputation they have not hitherto enjoyed—which draws inquiries for all kinds of electrical supplies.

There were other ventures, among which were sporting goods. Certain lines did not go very well; others were very successful, for example, guns and ammunition, and fishing tackle. The names of well known sportsmen in town were secured, to whom a letter was addressed, inviting them to look over the stock, and to bring their friends with them. It was also arranged that the manufacturers should send each of these literature of an educational character.

Fishing tackle is a line that has been handled before, but never with phenomenal success. It was unusually successful this year because the builders' department was slack, that is to say, business had to come from somewhere, and as people fish even though there is no building going on, the clerks in the store talked fishing unusually hard. It was simply a case of diverting business from the big city next door by letting Verdunites know they could buy fishing tackle in their home town.

Bought Paint Wisely

Just one personal touch in closing this article. Mr. Fauteux is a reader of Hardware and Metal. He follows the markets closely. Some time ago he observed that an advance was about to take place in paints and white lead. He bought heavily, and when the advance took place, raised his prices along with other dealers. The result has been that, while the volume of paint business done in 1915 has been less, his profit from this department is bigger than it was last year.

CATALOGUES AND BOOKLETS

Chicago Spring Butt Co.

Chicago Spring Butt Company, Chicago, Ill., have issued an attractive 40-page catalogue featuring many lines of butt hinges, pivot hinges, lavatory door equipment, garage and fire station spring hinges, door springs, etc. The catalogue is attractively gotten up, and is very complete. Copies will be mailed by the manufacturer upon request.

Dart Unions

Dart Union Company, Toronto, have issued a 16-page booklet featuring the "Dart Union." A number of illustrattions are shown featuring the various styles of Dart unions. Copies may be secured by writing to the above-named company.

American Rolling Mill Publications

The American Rolling Mill Co., Middletown, Ohio, has issued a booklet entitled "Armco Iron Rust Resisting Products," in which are described most of the Armo products as made at the Middletown factory, and quite a number made by other manufacturers. The company has also issued a new edition of "Deafening Rust," which covers the inception, development, qualities and uses of Armco Iron, it having been quite extensively revised as compared with the edition published a year ago. Copies of the booklets may be had on request.

Trade Notes

The Marble Arms & Mfg. Company, of Gladstone, Mich., U.S.A., are distributing some very fine pennants to dealers who handle their line of specialties for sportsmen. The pennants are regulation sizes, brown or red felt, with lettering in white. On them are shown some of the best advertised Marble specialties in natural colors. The Marble Company is not making any charge for these attractive and useful store decorations, even going so far as to prepay postage or expressage.

The same company has also produced a series of very attractive and sales-producing slides, which are being distributed without charge, to dealers who ask for them.

The slides are carefully gotten up in colors and feature some of the best selling of Marble's 60 Specialties for sportsmen. A set can be obtained free upon request to the Marble Company.

THE NATION'S BUSINESS.

From The Financial Post

Another vital suggestion, made in these columns, on behalf of Canadian business—but particularly on behalf of Canadian manufacturers—for which The Financial Post has long fought, has, this week, been carried into effect—that is, the appointment of a man to represent Canadian manufacturers in London.

On January 9 last The Financial Post said:

"Manufacturers have felt for months that they were not receiving the British orders for war supplies which they were capable of filling. According to press despatches, about $300,000,000 of business has gone to the United States, against not more than $15,000,000 here. Of the latter amount, some was secured direct without Government assistance.

"It is not the duty of the Government to solicit and hand over orders from private buyers to our manufacturers, as some of the latter seem to think. It is the duty of our Government to see that the Home Government gives Canadian manufacturers a chance to quote on every order they can satisfactorily fill. The member of the Dominion Cabinet, whoever he may be, who is responsible, has been very negligent in the past when he allowed such big business to go by us."

Again on January 23 we said . .

"Here is a case in point. An inquiry came from an official in Great Britain to a prominent Canadian, asking if he would be good enough to get the addresses of a dozen reliable United States manufacturers of blankets for the soldiers. The Canadian replied he could, but asked: "Why not buy them in Canada? There are many manufacturers here, as making blankets is something in which Canadians excel." The British official replied, with many thanks and with profuse regrets, that these facts were not known in England, and soon after a big order came here. The duty of the Department of Trade in this emergency is to forget statistics and to have a first-class salesman—endorsed and aided to the limit of his capacity, by our High Commissioner, camping on the doorstep of the Purchasing-Departments of the Admiralty and War Offices in London—to see that Canadian manufacturers have an opportunity to bid on everything the allies want which we could supply. Having got orders, the Minister and manufacturers should see, for the sake of Canadian reputation, that the goods supplied were equal to or better than the order called for, and that they were delivered ahead of time specified."

It is eleven months since we drew the attention of Sir George Foster, our Minister of Trade to the necessity of doing something practical for Canadian manufacturing and other investments, and the workers engaged in them. His department has done nothing worth mentioning. He does not appear to have even consulted the big business men as to what should be done. A private corporation has come to the rescue of Canadian business. The announcement is made that Sir Thomas Shaughnessy, President of the Canadian Pacific Railway has engaged a man to carry out the very duties that we suggested, in January last, should be performed by a government official. If properly carried out, as no doubt it will be, it is the most important service this or any other individual or corporation has ever rendered Canadian industry. Ballin and the Hamburg-American S.S. Line have been doing much of this work in Germany, but the German Government could always be depended upon to act effectively in the interests of German industry.

The man selected for the position is H. T. Meldrum for the past five years the Assistant General Secretary of the Canadian Manufacturers Association and a graduate of McGill University.

It should mean millions upon millions of dollars for Canada that we would not have got but for Shaughnessy's action. It is hard to estimate what Canadian industry has lost by the refusal of the Minister of Trade to act on the suggestion months ago. It affords the strongest possible evidence of the necessity for filling cabinet positions with men of executive ability and the right experience. Had we had such a man in our Department of Trade, it would not have been necessary for a private individual to come to the rescue of Canadian industry. We still think the position is one that should be filled by a Government official selected in consultation with the Manufacturers Association.

PLAYING UP AUTO ACCESSORIES

(Continued from page 31.)

lines which the car owners use. There are, of course, some communities where it would not pay the hardwareman to put in a large stock of accessories, but in such cases the hardwareman need only stock a few of the ready sellers, and order specials from catalogues which are supplied by manufacturers and wholesalers of accessories.

In adding auto accessories to his stock the merchant has to be guided in his buying by the number of cars in the community and by the requirements of the car owners.

BUILDING UP AN ACCESSORY DEPARTMENT

(Continued from page 33.)

tion has been the means of attracting a great many autoists to the store. This firm is typical of many others who started to sell auto accessories in a small way and have gradually built up the department and placed it on a profit-making basis.

Although there is now a big demand for supplies for auto owners it can easily be seen that the accessory business will continue to grow for many years to come. And the merchant who gets in on the ground floor and works up a connection with the auto owners in the community is the one who is likely to profit most.

Crushed Credit Dragon

Hunter Bros. Emerged Successfully From Conditions That Seemed Fatal to Cash System—Lost Trade For First Month Only, Then It Increased — Better Values and Less Worry.

THE story of the successful fight waged by Hunter Bros., of Huntingdon, Quebec, against a long established credit business in an old community is one that warms the heart of the man who puts his faith in Cash. There are still a number of merchants who face a similar problem but fear to cast off from their credit moorings. They are doing a "nice" business as it is; profits work out fairly satisfactorily at the end of the year, and the percentage of losses through bad accounts is never large enough to alarm them. But for all that the absence of ready cash often means taking long credits from the jobbers; prices as a result must be higher or their margin or profit shaved too close, and the worry of a heavy credit business is always with them.

The simplest plan, perhaps, is one that many have adopted, in permitting a credit account with old customers to continue, while it is refused to all new ones, and thus the list gradually is cut down. Some dissatisfaction is certain to result over the "favoritism" shown, but at the worst it is a movement towards a vastly better state of affairs.

Hunter Bros., Huntingdon, Que., is one of the oldest established firms in the town, and in a large section of Southern Quebec. Besides conducting a general store, they own and operate a planing mill, as well as a flour mill. The town of Huntingdon is situated in the midst of a very fine agricultural district where the farming community is a well-to-do class.

The general store business of Hunter Bros. was one that had been built up by hard work and perseverance in the early days when long credit was considered a necessity. This custom was continued like many another, largely because it was custom.

Now for the revolution that has been worked. John Hunter, the founder of the firm, was one of the pioneer business men of the district. He left three sons who succeeded to the business. For some time F. H. Hunter, who managed the general store, has felt that the old long credit system belonged to a past age and that the time had arrived when a more up-to-date method must be introduced. For some time he endeavored in vain, to persuade his partners.

$10,000 on the Books

Finally on taking stock in January, 1914, it was found that the firm had done a prosperous year's business with good profits, but the books showed outstanding accounts of $10,000. Although the most of this was considered good, the manager thought that the amount was too large. He argued this way: "If we needed this money we could not get $1,000 of it immediately, however valuable an asset it might be."

But the problem was how to reduce the amount of these book debts. Indeed the fact that most of their customers were considered "good" simply added to the difficulty, as it was impossible to discriminate and make fish of one and flesh of another.

"I thought it all over for some time," said Mr. Hunter, "and at length decided that there was only one of two things to do, either to continue the old system or adopt a strictly cash one. The latter I decided to choose."

"Dangerous or Ruinous"

The proposition still seemed dangerous, if not ruinous to the other members of the firm in a community so set in their ways. But his arguments won out at last and he was given a free hand. He acted on his theory that the change must be a thorough one, without half way measures—all or none.

Issued Circular: Named Date

In pursuance of his plan he issued a business-like circular, mailing a copy to each customer. He informed them in courteous terms of the decision of the firm to adopt a straight cash method of trading and a definite date was set for the commencement of the new era.

Mr. Hunter, however, did not stop there. He felt that like Charity, this change must begin at home, and accordingly told the members of his own home that they would pay cash in future for goods procured in the store. His partners followed suit.

They then went further and informed the employees of their mills that no credit would be extended to them: they must pay cash. The former custom had been to give them credit and collect it from wages due, but by the new arrangement they were paid cash and were told they would have to pay the same.

The five clerks in the store were also informed that they must in future pay cash for goods bought, the same as other customers.

When the morning of the date set for the adoption of the new system came, the doors of the store were opened as usual, with a feeling of some anxiety, but a determination that in no jot or tittle would there be a departure from the policy that had been proclaimed. The first purchaser to enter the store on this eventful morning was an old customer. He bought about ten dollars' worth of goods and then coolly told the clerk to charge the amount. He was aware of the new system but had "heard of such things before," and was little affected by them.

The First Customer Dropped—For a Day Only

When firmly informed, however, that there would be no more credit in that store he was at first incredulous as the information was politely conveyed to him. When he realized that it was really no joke, as he had regarded it before, he went up in the air, and vehemently declared he would never buy a dollar's worth in that place again. His indignation at what he considered such "unfair" treatment was expressed in very vigorous terms, as he declared he was done with the store forever.

It was suggested to him, however, that as he was not going to deal any more with the firm, it would be only fair to settle what he was owing. This he did by a three months' note.

In a day or two he came back and informed Mr. Hunter that he had talked it over with his wife, and they had decided to stay with the store and conform to the new rules. This he did, and remains today, as he was before, one of its customers.

This was but a sample of many of their experiences in the next three or four weeks. For one month trade fell off considerably, but after that it began to drift back. Customers found that often they could get better value for their money than in credit stores.

The first soon discovered that although their credit had always been excellent, yet they could do better buying with ready cash than with credit, as they were compelled to do with so much on their books. Many of the "snaps" that had formerly gone to the large city stores were now coming their way.

They discovered also that some customers came to them with their cash for goods where they could buy to advant-

(Continued on page 41)

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Present conditions and the U.S. —Active When Loan is Completed—Mail Order Business Grows.

PRESENT CONDITIONS AND THE U.S.

From the Wall Street Journal.

PRESENT conditions are bringing to the United States a great deal of business, which ordinarily would go to European manufacturers. Not all of it will remain here. After the war the greater part of it will be lost. One of the greatest financiers in America says that unless the banking interests show a broad minded spirit now, all of it will be lost, and more besides. Great Britain, France and Russia would be unwilling to deal with America when they could get along without it, if this country refused to accommodate them when they stood in need of accommodation.

* * *

ACTIVE WHEN LOAN IS COMPLETED.

From American Metal Market.

IT is quite natural that pending the completion of the foreign war loan which must be negotiated if our prosperity, due to war orders for food stuffs and ammunition and other supplies, is to be continued that there should be a halt in business. Such a halt certainly exists in the metal trade and has lately become pronounced in every metal except copper, which has been thrown into a nervous state with higher prices by reason of the strike at the Arizona smelters. While there is no interest being shown by buyers, with the single exception of copper, it is quite noticeable that sellers are not affected by the stagnation. They believe that this important loan which would restore the power of the European buyer to order and pay for our commodities, must be sooner or later carried through, and when it is it will result in a heavy buying movement from Europe which will be very stimulating to business. We believe this expectation is justified. At all events sellers are prepared to await developments with confidence.

There is a very optimistic feeling in England to-day as a result of the official statements made in the House of Commons yesterday, of which perhaps the most impressive was the statement that 3,000,000 men in the British Empire have already joined the army of their own free will and that 800,000 people are now at work in Great Britain engaged in the manufacture of ammunition. Business interests of our country consider that conditions here will be benefited by the improvements in the prospects of the Allies and this better feeling abroad is in part reflected here to-day.

It is quite noticeable what little effect the acute situation between Germany and the United States has had on our finances and business, neither does it seem to worry Wall St. Were the situation as acute between the United States and England, it is no exaggeration to say we would be in the midst of a panic to-day.

We are inclined to think the present halt in buying may continue until arrangements to float the loan are completed but that when it is completed, we will enter into a period of great activity, in which metals will get their full share.

* * *

MAIL ORDER BUSINESS GROWS

From American Artisan.

THE statement of business done by Sears, Roebuck and Company during the first eight months of 1915, which has just been published, shows the increase in sales to be nearly seven million dollars, a little over eleven and a half per cent. Every month shows a gain, the smallest being 2.10 per cent. for January and the largest 26.10 per cent. for June, while the greatest amount of business done in any one month was $10,198,741 in March.

The figures in that statement are of more than ordinary interest to the retail hardware dealer in rural communities, for they furnish very substantial proof of the fact that the concern that wants business and goes after it all the time gets a large proportion of what there is to get, while the man who sits in his store and waits for trade to come to him, gets a very much smaller proportion.

With the mail order houses there is no "dull season," so far as working up business is concerned. Their advertising departments are working full blast every day of the year, and the natural result of their activity is that every month, as shown in the statement referred to in the foregoing, presents a substantial gain in a year when the average retail hardware dealer, as well as other retailers, has found his sales at a standstill.

Isn't it about time that the retail hardware dealers all over the country recognize and act upon the fact that advertising is the most potent force in the success and growth of the mail order houses?

Isn't it about time for you, Mr. Retail Hardware Dealer, who do not believe in the efficiency of advertising, to wake up and admit to yourself that you must do more than you are doing now to secure the hardware trade of your community?

Don't let the mistaken notion that you cannot advertise effectively, keep you from starting a vigorous campaign for this fall's business. While you may not be able to write as fluently as the expert advertising men of the mail order houses, you can tell in plain language what your price is, why it is worthy of the consumer's attention and what his price is.

That is all there is to advertising so far as fundamentals are concerned and that is all the retailer needs to do when he begins.

And if he really wishes to render his customers an efficient service he will include advertising as one of the important features of his service—and will reap the additional reward that comes to the merchant who improves

* * *

WAR AND MINING INDUSTRY.

From Canadian Mining Journal.

THE demand for munitions of war is making itself felt in many ways in the mining industry. Most metals are greatly in demand and the prices good. Big premiums over these prices are also obtainable for especially pure materials. It is not surprising therefore that many new metallurgical works are being established. As a result of the peculiar conditions, Canada is soon to have in operation three zinc refineries, using electrolytic methods. The treatment of zinc ores by leaching and electrolytic precipitation from sulphate solutions gives a product now much in demand. The process could not have been adopted before the war with any such promise of success. If reasonably good results are obtained the electrolytic process may prove the salvation of many Canadian zinc properties.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Fire Losses

Bedford, Que.—The Bedford Mfg. Co, has suffered loss by fire.

Moving to Chatham

Wallaceburg, Ont.—The Ideal Electric Mfg. Co., is moving to Chatham.

Obituary

Hamilton, Ont.—The death occurred here of Thos. W. Butler, of the Hamilton Tar Distilling Co.

Business Changes

Winnipeg, Man.—M. Pechet, hardware, has removed to Lipton, Sask.

Dominion Incorporations

Automatic Valve Co. of Canada, capitalized at $20,000, head office, Calgary, Alta., to manufacture an automatic valve and other apparatus.

Annual Dinner

The annual dinner of the Canadian Wholesale Hardware Association will be held at the King Edward Hotel, Toronto, on the evening of Tuesday, Sept. 28.

Bucking Up Contest

At a cross-cut sawing contest held during the Shriners' Convention at Seattle, the winner with a Simond's Crescent Ground cross-cut saw won first prize of $75. Forty-one-inch fir logs were selected on which the contestants might try their skill, and the time taken by the winner was 8 minutes 10 3-5 seconds.

Annual Convention American Hardwaremen

The American Hardware Manufacturers' Association will meet the National Hardware convention in their big annual convention at Atlantic City, Oct. 13, 14, 15. The headquarters of both associations will be again the Marlborough—Blenheim. This year 1915 is a special year. This 1915 convention is to be a special convention, important to the welfare of the two organizations.

To Enlarge Canadian Plant

Brantford, Ont.—The Brantford Cordage Co., Ltd., is to double the size of its plant. It is said that the enlarged factory will be capable of producing 8,000 tons of twine per year, while accommodation will also be made for separate quarters for the manufacture of rope and cordage. The addition to the plant will be of brick construction, similar to the present plant. C. L. Messecar is manager of the Brantford Cordage Company.

New Firms.

Leduc, Alta.—A hardware store has been opened here, and will be known as the "Leduc Hardware." W. G. Wood, who was connected with the B. F. Morris Hardware Co. of this place for some time, is the proprietor.

Obituary

Windsor, Ont.—Sherman R. Miller, well known manufacturer of Windsor, is dead after a brief illness. The late Mr. Miller was 63 years old, and up to the time of his death was very active in his duties in connection with the Royal Manufacturing Co. and the Imperial Silverware Co. of Windsor.

Winnipeg Notes

J. C. Craig, credit manager of the Miller-Morse Hardware Co., Winnipeg, left last Thursday for a week's trip to points in Saskatchewan.

L. C. Marr, sales manager of the Miller-Morse Hardware Co., Winnipeg, left last Thursday to make a three weeks' trip through Saskatchewan and Alberta.

To Represent Heller-Aller Co.

Commencing October 1, Clay Farnham will represent the Heller-Aller Company, Windsor, Ont., in Eastern Ontario. E. S. Townsend will represent the same company in Western Ontario. The company makes in addition to other lines, windmills, tanks, pumps, feed heaters, hog fountains, hog houses, tank heaters, house tanks, etc.

A Correction

On page 85 of the September 11 issue of Hardware and Metal, an item appeared stating that the Jones Shovel Company of Gananoque, Que., had received an order for shovels through the purchasing department of the Canadian Pacific Railway, acting for the British War Office. The item should have stated that the order had been placed with the D. F. Jones Manufacturing Company, Gananoque, Ont.

Join the Colors.

Regina, Sask.—Last week three members of the staff of the Imperial Oil Co. were made the recipients of wrist watches prior to their severing their connections with the firm to join the colors. Messrs. Neal, Raike and Nichol are the three who have responded to the call.

Galt, Ont.—Two employees of the R. McDougall Co., manufacturers of tools, pumps, etc., were made the recipients of substantial gifts by members of the staff on the occasion of their leaving to join the colors.

Thos. Stewart and Edward T. Green, the two employees who are going to the front, made fitting replies to the donors of the gifts.

Personal

Wm. Baxter, accountant and office manager, Toronto branch, McClary Mfg. Co., this month completed 30 years' connection with the firm.

Mr. Peleg Howland, president H. S. Howland, Sons & Co., Toronto, and president Imperial Bank of Canada, is at present on a business tour of the Canadian West.

Messrs. G. P. Walker and D. J. Bonnell of R. T. Holman, Limited, Summerside, P.E.I., recently spent some days in Toronto on a buying trip in the interests of their firm.

W. S. Fisher, of the Enterprise Foundry Co., Sackville, N.B., is now in England visiting his son, Donald S. Fisher, who has practically recovered from the injuries he received in France, and is now enjoying a rest in England.

W. H. Newton, sales manager of the Canada Paint Company, Montreal, has recently returned from a short vacation at Lake St. Joseph, the beautiful resort a few miles north of Valcartier, Que. Mr. Newton characteristically expresses himself as being refreshed and invigorated for a busy fall campaign.

The many friends of Geo. Brown, who has been the representative of Caverhill, Learmont & Co., Montreal, in Quebec and the Eastern townships for over thirty-five years, will be sorry to learn that he is laid up with a serious illness. The latest reports are that the doctors are hopeful that he will make a speedy recovery.

MAJOR GEORGE STACEY COMMANDING OFFICER

Many hardwaremen in all parts of Canada will be interested to know that Major George Stacey, of the Stacey Cutlery Company, Ltd., St. Thomas, Ont., has been appointed commanding officer of the Elgin Company now being recruited at St. Thomas. George Stacey was born in St. Thomas in 1867. After leaving school he entered the employ of T. Stacey & Son, hardware merchants. Leaving the hardware business some time later, Mr. Stacey represented a farm journal in a tour through the Lower Provinces. When Geo. Stacey started on his tour of the Lower Provinces he bought a horse and buggy at Halifax, N.S., (and it is stated on good authority that he wasn't stung on the price of the horse). Mr. Stacey, with an assistant, worked the lower provinces, and drove back to St. Thomas, having driven the same horse throughout the entire journey. The following year Mr. Stacey went to sea. His first voyage was out of New York to Valparaiso. After this voyage he went to London, England, and for three years sailed in the Peninsular & Oriental Company, and sailed east to China, Japan, Australia and New Zealand. Returning to London from Hong Kong after an attack of fever, Mr. Stacey sailed to Antwerp, Rotterdam, Bordeaux and other ports. Mr. Stacey then returned to St. Thomas, and later he represented the Hobbs Hardware Co., of London, Ont. Mr. Stacey next became associated with the Stacey Cutlery Co., Ltd., of St. Thomas. In 1897 Major Stacey joined the 25th Regiment as lieutenant, was promoted to a captaincy, and on the disbandment of the Regiment in 1903, went on the reserve of officers.

Many hardwaremen in Canada are acquainted with the kindly pleasing personality of Major George Stacey, and wish him success in his new undertaking.

CRUSHED CREDIT DRAGON

(Continued from page 38.)

age and went to the other stores for credit.

After a few months' trial of the cash system, it was found on a review of the situation that they had not lost a single good customer. A few had gone, but they were ones whose trade they did not value very highly.

Profits More Easily Made

Stocktaking at the end of the year, which in a cash system is the supreme test, showed that the volume of business had increased $5,000, and the firm's profits were fully proportionate.

Mr. Hunter added that these profits were much more easily made, for while in the old system he frequently had to stay till all hours at night writing up books and making out accounts, now when the store closes everyone leaves and does not return till morning, refreshed and ready for another day's business.

Under no consideration, he declares, would he return to the old credit method.

AXES FOR FRONT

Big Orders Placed in Three Provinces by British War Office

During the week some very substantial orders for axes have been placed in Canada by the British War Office through the purchasing agent at Windsor Station, Montreal. The axes are of both the large "felling" variety and the smaller "hand" axes or hatchets. Orders were largely placed with manufacturers who will make them to pattern, and the products will come from plants in New Brunswick, Ontario and Quebec.

MAJOR GEORGE STACEY

of the Stacey Cutlery Co., St. Thomas, Ont. Major Stacey has been appointed commanding officer of the Elgin Regiment recruited at St. Thomas, Ont.

GLASS FACTORIES PROSPER IN JAPAN

The Japanese glass factories are among the beneficiaries of the war, and the trade is said to have suffered but little from the anti-Japanese boycott in China. Since the devastation of Belgium a number of glass importing firms have come to look to Japan for the supply of glass, according to the Mainichi of Osaka. As a result it is said there are large orders from China, India, the South Seas, Australia and Africa. These orders remain unfilled, owing to the scarcity of ship space available, and partly to the shortage of goods.

J. K. H. Pope, secretary McClary Mfg. Co., London, is at present on a tour of Western Canada.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1035. **Agricultural implements, tools, hardware, etc.**—An English firm inquires for manufacturers of the following articles: Agricultural implements, hand-tools, hardware (bolts and nuts, screws, nails, fencing, belting, grindstones, rope and twine), wood goods (all kinds of domestic articles, dowels, wood-handles, skewers, etc.), wrought-iron tubes and mild steel in bars and sheets.

1036. **Triplex board.**—A gentleman in Victoria, B.C., is seeking a source of supply of cheap triplex board, both colors and white. He states that he needs 1,000 tons a year (2,240 pounds per ton). Samples may be inspected at the Department of Trade and Commerce, Ottawa.

1037. **Magnesite and zinc spelter.**—A London correspondent asks to be placed in touch with Canadian firms who can supply magnesite and zinc spelter.

1039. **Export trade.**—A London firm claiming experience in shipping and export trade, is desirous of getting into touch with Canadian manufacturers and shippers seeking an export connection.

1041. **Ironmongers' supplies.**—A firm in the Midland counties of England is prepared to consider quotations c.i.f. Liverpool on the following commodities: Mechanics hand-tools, wooden handles, washboards, twine, screws, barbed-wire fencing, belting, wood pulleys. They also desire to purchase large quantities of wire nails. Quotations should be c.i.f. Liverpool, and a few samples should be submitted.

1042. **Ironmongers' supplies.** — An English firm is open to purchase rope and twines, bolts and nuts, wire nails and galvanized fencing wire. Prices must be c.i.f. Liverpool. They also inquire for exporters of 16-gauge annealed iron wire in rings.

1044. **Screws, wire nails, garden implements.**—A Birmingham firm is prepared to consider quotations on screws and wire nails. Prices c.i.f. Liverpool. They are also open to represent a manufacturer of garden implements.

1045. **Twine and wire fencing.**—A Banbury firm is open to purchase binder twine, barbed wire and wire fencing. Quotations c.i.f. Bristol or Liverpool. Agricultural machinery—all kinds—is also desired.

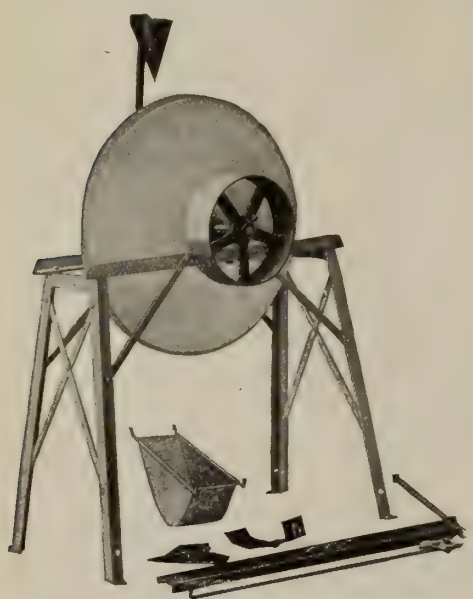
1046. **Wooden goods.**—A Birmingham commission agent is open to represent manufacturers of all kinds of small wooden goods, particularly handles.

New Hardware Goods

Offered Canadian Hardwaremen

015 RURAL GRINDSTONE

Richards-Wilcox Canadian Company, Ltd., London, Ont., offers to the trade a new product called the 015 rural grindstone for use with a gasoline or other engine. The grindstone is said to



The 015 Rural Power Grindstone.

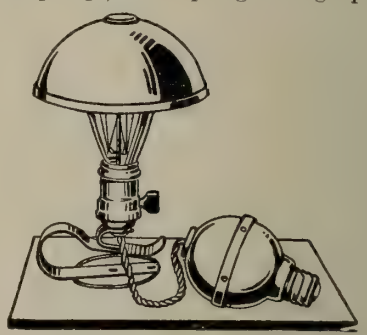
be ideal for the farmer for grinding tools, etc. The frame of the grindstone is made of heavy steel angles, securely braced, making a firm and rigid frame. There are no cast iron parts, and the frame may be screwed to the floor if desired. The stone is said to be of genuine hard grit of the finest quality, 20-22 in. diameter, 2-inch face. The makers claim that this stone is superior to the harder grinders, which they claim overheat and draw the temper of the tool. The equipment is a 12-inch pulley, 2⅜ face, furnished also with a hand crank. The measurements are: Frame, 27½ inches high, 30 inches long, 19 inches wide on floor. The finish is red with black trimmings; weight, 115 pounds; shipped knocked down, one in a crate. The grindstone is also equipped with galvanized drip tray, adjustable tool rest and drip cup, all steel foot pedal, with rod and crank.

RIVETLESS FACE TROWEL

Crescent Mfg. Co., New York, N.Y., offers to the trade the "Rivetless Face" plastering trowel, here illustrated. The trowel has no rivets on the face of the blade. The trowels are said to be made of high-grade crucible steel, with correct hang and weight. The trowels are said to be highly finished. The handle is leather wound. The trowel is made in two lengths, 10½ inches and 11 inches. Complete details may be secured from the manufacturer.

THE ADJUST-A-LITE

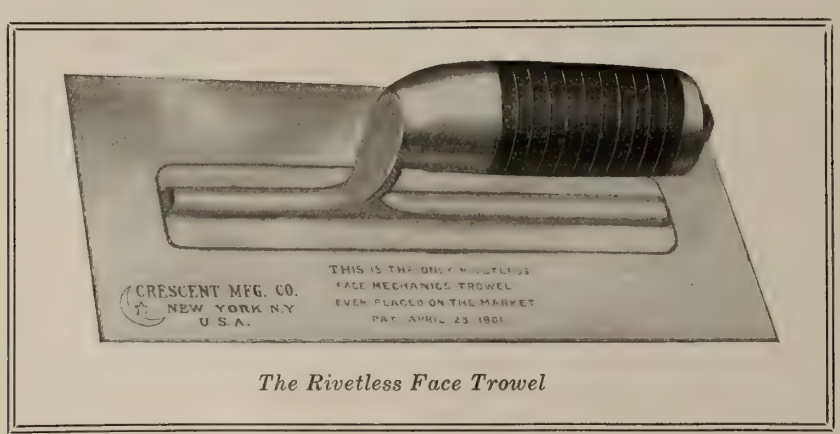
International Automatic Utilities Co., 407 S. Dearborn Street, Chicago, Ill., offers to the trade a new article called the Adjust-a-Lite. The ball of the Adjust-a-Lite is 3 inches in diameter; will, it is claimed, fit any socket, and will carry 250 volts. The makers state that one of the most striking features of the Adjust-a-Lite is that the cord which comes from the reel is always about at the same tension, as it contains four clock springs, each spring taking up 2½



The Adjust-A-Lite

feet of the cord, and there is nothing in the article that can get out of order, as it is all riveted and soldered, and guaranteed to be mechanically perfect. The stand is made of spring brass, and can be adjusted in any position desired, such as on the back of a bed, chair, piano, etc. The light can be raised or lowered to any height desired. Ten feet of cord accompany each Adjust-a-Lite. The directors state that to lower the light, draw on cord and same unwinds from reel. To raise, draw down slightly on cord and release; the cord winds up automatically. The Adjust-a-Lite weighs 20 oz., including stand and shade. It takes up but very little space, and can be carried along in suit case or travelling bag. Descriptive matter will be mailed by the manufacturers on request.

Aloxite Economy strips. A description of the above appeared on page 59 of last week's issue of Hardware and Metal.



The Rivetless Face Trowel

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

There have been many price changes in hardware lines during the past week. Wire and wire products, along with many other lines, have been affected. There has been an increase of 15 cents on bright wire, 15 cents on hay wire in coils, 15c on wire bale ties, and 15 cents on cut baling wire. Bright and galvanized fence staples in kegs have been advanced 10 cents. Orders for harvest tools for spring delivery are being accepted on the old basis, while painted screen cloth for spring delivery is reduced 5 cents per 100 square feet. Among other lines affected are shot, bar iron, stall fixtures, cow ties, rifles, solder. The metal markets are still quiet, and outside of the demand for metals used in making munitions of war there is very little business passing. The cool weather of the past week has created a brisk demand for a large number of fall lines. A feature of the week has been the marked improvement in the stove trade, as a result of the cooler weather. Stove manufacturers state that conditions compare very favorably with a year ago, and although not as good as in 1913, there is reason for general satisfaction. In the paint trade there is very little change this week. Compared with the corresponding period of last year business is satisfactory. Buyers are still buying lightly and this condition will probably prevail as long as paint remains at the present high level. There is still a considerable variation in the prices quoted by different firms on linseed oil and the future of the market is very uncertain. The demand at present is very poor. Greater interest is being exhibited in lines required for the coming winter trade. Reports from Winnipeg state that sorting orders are coming in freely by every mail and business is showing steady improvement.

MONTREAL

MONTREAL, Sept. 23. — Cooler weather has brought a brisker demand for late fall and winter lines in the hardware trade. Business is considered as being altogether satisfactory in comparison with a year ago. Generally speaking there is a good feeling on the part of dealers, although, of course, it is recognized that so long as the war lasts buying will be more or less on the hand-to-mouth basis, and most manufacturing trades, like the building trades, will be very quiet. The sustaining factor is the steady demand from the country districts for general staple lines. Stove men report a marked activity with the lower temperatures.

There have been a large number of important price changes during the week. The rolling mills have announced advances on wire and wire products, including an increase of 15c on bright wire, 15c on hay wire in coils, 15c on wire bale ties and 15 per cent. on cut baling wire; bright and galvanized fence staples in kegs have been advanced 10c. Harvest tools for spring delivery are confirmed on the old basis and painted screen cloth for spring delivery is reduced 5c per 100 square feet. Shot has been brought to a 9c basis and brass jack chain is now 20 per cent. off. The advance of 5 per cent. on Winchester rifles and 10 per cent. on Stevens rifles has been confirmed. Cow-ties have been reduced 10 per cent., and general stall fixtures 5 per cent.

In the metals there is little change although some adjustments are still being made. Evidence is that trades recognize that the market has been manipulated, and are acting warily. Tin has dropped 1c, and lead is down another ¼c; solder is reduced 1c all round and bar iron is being advanced 5c cwt. Galvanized Canada plates have been increased 25c all round.

Tin.—A further reduction of 1c is noted in the local quotation for tin, the basis now being 41c to 42c. The market is generally quiet and in the States there has been a fractional decline. New York reports a flat situation caused by an over-supply of large arrivals, with the result that some second hands are inclined to undersell the market. The future situation is particularly weak. Deliveries for October will be substantialial, but from that time on the curtailment cf foreign markets by British regulations and the reduction of the canners requirements will have the effect of materially reducing the consumption. The "American Metal Market" expresses the opinion that the apex of tin consumption on this side of the Atlantic has been reached and that there is going to be a falling off in requirements from November forward. The only outlook for strengthening influences is abroad, and there the situation is vague.

Spelter.—The local market for spelter has not changed, but the tendency continues easy. New York has seen a further fractional decline since last report and this has brought a good inquiry from galvanized iron manufacturers but it is all for prompt and early deliveries. The supply of metal for delivery within thirty days seems to be pretty well sold, says New York, but the efforts are largely on the part of sellers to find a market, rather than buyers, and there is small inquiry from futures.

Lead.—A further reduction of ¼c on lead, to 6¼ to 6½c, indicates that the Canadian market is still following the American downward trend. New York reports that the Trust remains steady at

MONTREAL QUOTATIONS.

Tin	41c-42c
Spelter	19c-20c
Copper	21c
Lead	6¼c-6½c
Antimony	35c
Solder, ½ x ½	25c-27c
Solder "strictly"	27c-29c
Aluminum, Ingot	50c lb.
Wire Nails	$2.50 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

4½c, but that outside holders are trying to find buyers at 2½c to 5c a hundred under this figure. New York continues very dull, but London keeps improving.

Copper.—The local market is unchanged on recent quotations of 21c. Indications are that the situation will remain easy for some time. New York has heard rumors of inquiry for export business, but dealers are inclined to be suspicious, probably as the result of past manipulation. English stocks have been decreasing, but this is probably because supplies have been moved to the States for refinement and this is likely to work against the American position. The statistical showing of the metal would indicate that present production is equal to, if not more than, the consuming demand and for this reason efforts to boom prices are being regarded with suspicion by those closely in touch. There would appear to be grounds for accepting the story that German interests have been buying stocks and placing them on board German liners in New York for shipment at some hoped-for opportunity while the conflicts lasts, or after the close of the war.

Antimony.—Antimony is nominally 35c per pound for Japanese and Chinese, but Cookson's or Hallett's would bring at least 5c higher. However, so far as the latter brands are concerned, there is practically nothing available. New York reports that for Japanese and Chinese the market is dull and that sellers are eager for business, especially in futures; prices there have declined fractionally.

Aluminum.—Local market remains at the nominal figure of 50c, and there is very little business being done. In New York where 50c was being offered at last report there have recently been a few lots crop up and they have been offered and sold around 47c.

Solder.—Following the trend of the market for materials, a reduction in the quotations for solder of 1c all round has been made. Half and half is now being sold at 25c to 27c, and strictly at 27c to 29c.

Galvanized Iron.—The basis of quotations for galvanized sheets and plates submitted last week are now in general effect, and since then there has been an advance on galvanized Canada plates of 25c all round. Following is the schedule:

Canada Plates.—

Ordinary, 52 sheets	$3.45
All bright, 52 sheets	4.40

	Galvanized		
	Apollo	Crown	Gorbals
18 x 24 x 52	6.25	6.25	6.25
60	6.50	6.50	6.50
20 x 28 x 47	6.50	6.50	6.50
20 x 28 x 94	13.00	13.00	13.00

Sheets.—

Corrugated, galv.

18 gauge, per square	$14.00
20 gauge, per square	11.00
22 gauge, per square	9.00
24 gauge, per square	7.50
26 gauge, per square	5.25
28 gauge, per square	5.00

Discount to dealers 10 per cent.

Other lines are shown in current market quotations.

Galvanized Products.—Although spelter has been gradually dropping to lower levels, manufacturers of general lines of galvanized goods state that they do not see that the situation is likely to clear sufficiently to permit of general operations before spring. There may be changes in the market up and down, but the shortness of supplies and difficulties in securing delivery are such that it is very questionable if general goods can be produced sufficiently cheap to make them a market factor against less expensive and fairly satisfactory substitutes.

Lead Pipe.—Despite the decline in the price of lead, the position of lead pipe and lead sheets is without further change although quotations are easier and the outlook is for reductions. Lead pipe is quoted 9½c and lead waste pipe 10½c; lead wool is priced 10c. Lead sheets, 2½ lb., $8.50 per square foot, have been generally withdrawn; other weights are quoted as follows:

Sheets, 3-lb. sq. ft.	$8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

Iron and Steel.—Iron and steel are generally firm, the demand for materials entering into the manufacture of munitions having a general effect. It is reported that the advance of an additional 5c on the price of bar iron, to $2.10, referred to last week, is likely to be put into general effect.

Stall Fixtures.—A change has been made on the price of stall fixtures, which covers several reductions in price. McKinnon cow ties are now quoted 50 per cent. off as against 40 per cent., and Greening's cow ties have been brought to the same basis; the stall fixed pattern remains at 40 per cent. off. Stall fixtures in general have been reduced 5 per cent. from 35 per cent. off to 40 per cent. off.

Peterboro Price List

Copies of price-list pertaining to catalogue No. 7 of the Peterborough Lock Manufacturing Co., are now in the hands of the trade. The list is subjected to a discount of 50-10 per cent. on steel and iron lines, and 50 per cent. on brass. The following goods are sold at net prices porcelain, jet and mineral, japanned mounted knobs, 120 per dozen set; rim locks No. 1516, $1.30 per dozen set.

Wire Cloth.—The prices for black wire cloth for spring delivery have been revised and reduced 5c per 100 square feet as follows: Painted screen in 100-foot rolls $1.50; in 50-foot rolls, $1.55.

Harvest Tools.—The discounts on harvest tools for spring delivery have been confirmed at the former quotations: 40 per cent. and 12½ per cent. off.

Smooth Steel Wire.—An advance of 15c in the price of bright wire, makes the base of No. 0-9 gauge smooth steel wire $2.60; No. 10, 6c extra; No. 11, 12c extra; No. 12 and No. 13, 30c extra; No. 14 gauge 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Other extra charges as per usual list in current quotations.

Hay Wire in Coils.—There is an advance of 15c on hay wire in coils for Ontario and Quebec. The new Montreal quotation will now be: No. 13, $2.65; No. 14, $2.70; No. 15, $2.80.

Wire Bale Ties.—An advance on wire bale ties goes into effect in connection with the general changes. Prices are now as follows:

Single loop—	Per cwt.
No. 12	$3.00
No. 13	3.30
No. 13½	3.35
No. 14	3.45
No. 15	3.65

Cut Hay Wire—The discount on annealed cut hay baling wire has been reduced from 25 per cent. to 10 per cent., making an advance of 15 per cent. Quotations are now on the following basis:

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra.

Staples—With the advance in wire come higher prices for bright and galvanized fence staples, the increase being 10c per keg and the new quotations as follows:

Fence staples, galvanized in kegs, $3.70

Fence staples, bright in kegs, $2.85.

Bed rods—Another line affected is bed rods and straightened heavy wire which have been advanced 10c on the old quotation.

Brass Jack Chain—The discount on brass jack chain has been brought to a basis of 20 per cent., this being the most recent of several advances and follows similar action recently on the part of the trade in Toronto.

Ammunition—The splendid demand continues for loaded gun shells and there are indications that a great many people are taking to hunting to fill in time. So far as the sporting rifle shells are concerned the difficulty in getting deliveries continues.

Shot—Dealers are finally bringing down the quotation on shot from 11½c to 9c. This course was taken some time ago by dealers in Toronto but locally

the wholesalers have been delaying action owing to several difficult features of the market.

Rifles—The changes in the prices on Winchester and Stevens rifles have now gone into effect generally in the local trade. The advance is 5 per cent. on Winchester and 10 per cent. on Stevens. The Winchester line is now 7½ per cent. off.

Screws and Nails—The shortage of nails used in the manufacture of ammunition boxes continues and the prices are very firm. Nails are in comparatively small demand and are steady on the recent advance.

Sheet Zinc—Despite the declines which have taken place in the price of spelter the market remains fairly steady at 25c. However, lower prices are to be looked for. The present difficulty appears to be in getting orders filled.

Seasonable Lines—With the cooler weather there is an interest being noted in skates and hockey sticks and business in these lines should be good for some time. Sleigh bells and carriage heaters will now be bought also. The call for cow ties and horse blankets is very good.

Stoves—A feature of the week has been a marked improvement in the business in stoves which has come with the cooler weather. Dealers state that conditions compare very favorably with a year ago and although not yet as good as in 1913 there is reason for general satisfaction.

TORONTO

TORONTO, Sept. 24.—Local hardware jobbers report that business generally is improving. The outlook is now considerably brighter than it has been for some time and a good fall season is expected. Orders being received by travellers on the road are increasing in volume, and, while there is no boom, it is very encouraging to see the increased volume of orders. Seasonable lines are moving well, and fall shipments of booked orders are going out regularly. Several price changes have gone into effect during the past week, including increase of 15c per 100 lbs. in the price of wire. Prices on regular fall lines are fairly steady. Price changes have also taken place in cow ties, fence staples, shotguns, wire cloth and other lines.

The metal markets are quiet, and outside of the demand for metals used in making munitions of war, there is very little business passing. With the exception of copper, there has been very little change in the demand. For copper there has been a slight improvement in demand locally.

A new development in the engineering field is the proposal to manufacture artillery in Canada. Although this class of work requires considerable skill and is highly technical, the committee appointed by the Dominion Government has reported favorably on the possibility of making guns. The order is said to amount to sixty-five million dollars and the four grades of guns to be covered are the twelve-pounder, eighteen-pounder, 4.5-gun and the howitzer. Further developments have to be recorded in the munitions business. The Canadian Car & Foundry Co. have received another order for Russian shells worth, it is stated, over 50 million dollars. It is reported as being probable that a part of this order will be sub-let to Canadian concerns, the National Steel Car and Montreal Ammunition Co. being mentioned as probable participants.

TORONTO QUOTATIONS.

Tin	39c-40c
Copper	19½c-20c
Spelter	16½c-17½c
Lead	6¼c
Antimony	36c
Aluminum Ingot	50c
Aluminum Pattern	48c lb.
Solder, ½ x ½	24c lb.
Wire Solder	27c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Solder, Wiping—	
Acme	21c
Commercial	22½c
Easy	22c
Star Extra	25¼c
Strictly standard wiping	25¼c

Steel Market

The general situation in the steel trade is much the same as during the past few weeks, the brisk demand for forgings and rounds for shells continues, in addition to the big export business. There is such a big demand for steel for shells that Canadian mills cannot take care of all the business and inquiries have been sent to the States for 35,000 tons of steel rounds. The building trade is still very dull and there is little demand for structural shapes. Prices on bars, plates and shapes are unchanged but are holding very firm.

The improvement in the steel trade in the States continues and the situation is strong, particularly in open-hearth steel, for which there is a continued heavy demand. Prices on open-hearth products are very strong, and prices are almost certain to be higher. There is a continued heavy demand for rounds for shells and prices are holding very firm. A scarcity of wire rods is reported and quotations have advanced to $30, Pittsburgh. There is an active demand for billets and prices are firm at the advance announced last week.

Pig Iron

There is no change in the pig iron situation and conditions in the market continue much the same. Quotations on all brands are unchanged.

Scrap Metals

Prices of scrap metals, particularly copper, are firm, and heavy melting steel is strong. Fair business is reported and quotations are unchanged.

Machine Tools

Activity in the machine tool business is not so much marked as a few weeks ago, and there is a lessening demand for new tools. Deliveries are still very backward, which is causing a more active demand for second-hand tools. The probability of further shell orders being distributed is interesting the trade, and a revival in business is anticipated shortly.

Metals

Tin is unchanged, and there is little demand locally. Local quotations range from 39c to 40c. Copper is firmer in the primary markets, and there is a better demand locally, with quotations unchanged at 19½c to 20c. Spelter is in fair demand and unchanged, with quotations ranging from 16½c to 17½c. Lead is unchanged and quiet. Local quotations on lead are 6¼c. Stocks of antimony are light and quotations remain at 36c. Aluminum is scarce and the demand is increasing. There is a wide range of prices, ranging from 40c to 50c per pound.

The general demand for metals is poor, but there is a steady call for metals used in many munitions of war.

Binder Twine.—During the past week very few orders have been received for binder twine, indicating that harvest operations are about finished. Jobbers state that the demand during the season was beyond expectations, but the demands were supplied.

Rope.—Rope prices are firm, and are being maintained generally. A fair amount of business is being transacted on the local markets, with the bulk of the orders going to the country trade. The following base prices are ruling on the local markets:

Pure Manila	16c lb. base.
British Manila	13½c „ „
African hemp	13½c „ „
Sisal	11½c „ „

Hay Wire Advances.—Annealed cut hay baling wire has advanced 15c per 100 lbs. The increase in the price of wire rods has necessitated a further increase in the price of this product. This is the second advance in two weeks in the price of hay wire, which makes quotations on the local markets as follows:

	Per 100 lbs.
No. 9	$3.90
No. 10	3.95

No. 11	4.05
Nos. 12 and 13	4.15
No. 13½	4.25
No. 14	4.40
No. 15	4.65

Wire Fence.—The price of fence wire has also advanced 15c per 100 lbs. to cover the increase in the price of wire rods, which now makes quotations on the Toronto markets at the following figures:

	Per 100 lbs.
O and A, No. 10	$2.61
O and A, No. 11	2.67
O and A, No. 12	2.75

Wire Bale Ties.—Single loop wire bale ties have advanced 15c per cwt. Quotations on the local markets are as follows:

	Per 100 lbs.
No. 12	$3.20
No. 13	3.30
No. 13½	3.35
No. 14	3.45
No. 15	3.65

Wire Smooth Steel.—A new base price is now in effect on smooth steel wire. The base price of $2.60 per 100 lbs. for gauges 0-9 is being quoted, with the usual extras for other gauges, which are to be found in the current quotations.

Fence Staples.—Bright and galvanized staples have advanced in price 10c per 100 lbs. The following prices are being quoted on the local markets:

	Per 100 lbs.
Fence staples, galvanized, in kegs	$3.70
„ „ galv., 25-lb. boxes.	3.95
„ „ bright, in kegs...	2.85
„ „ bright, 25-lb. boxes	2.95

Shotguns.—The advance in the price of single-barrel shotguns, which was predicted last week, has gone into effect. The amount of the increase averages about 40c per gun. This increase is general among local jobbers.

Stoves. — Stove manufacturers are looking forward to a good fall trade, and report that conditions so far are very encouraging. During the past week considerable improvement has been noticed in the stove trade, especially in the Eastern provinces. Orders are being sent in freely by travellers. The general feeling among manufacturers is that the stove business is going to be as good this year as in previous years. Furnaces are not moving so well as in former years owing to the curtailment of building operations in the larger centres.

Peterboro Price List

Copies of price-list pertaining to catalogue No. 7 of the Peterborough Lock Manufacturing Co., are now in the hands of the trade. The list is subjected to a discount of 50-10 per cent. on steel and iron lines, and 50 per cent. on brass. The following goods are sold at net prices porcelain, jet and mineral, japanned mounted knobs, 120 per dozen set; rim locks No. 1516, $1.30 per dozen set.

Galvanized Sheets.—The variation in the price of galvanized sheets is again noticeable on the local markets.

Considerable price-cutting is going on with some firms, while other firms are holding prices firm. The volume of business passing at the present time is very small. The prices shown in the current quotations are being quoted by the majority of jobbers.

Waste.—That the volume of business passing is increasing each month is the statement of local jobbers. The prices on waste are very firm owing to the increased cost in the price of raw material. There is some talk of a further advance going into effect, but nothing definite can be ascertained at the present time. Prices ruling on the Toronto markets are shown in the current quotations.

Brushes.—The brush business is improving. Fall painting activities have commenced a movement in the regular paint brush lines. The prices are firm on all lines, but there are no indications that the price will advance, as was expected some time ago. Jobbers are anxious to get the business, but do not think it would improve business any if an advance in price was made. Bristles are not coming in any better than for some months past, but the jobbers realize that the dealers need the brushes and the jobbers need the business, which really outlines the theory that no advance will take place.

Seasonable Lines.—The movement of seasonable lines from the local sources of supply continues good. Preparations for winter trading are being made by a large number of dealers in the north country, and substantial orders for horse blankets, lanterns, sleigh bells, foot warmers, cow ties, etc., have been shipped during the past week.

Ammunition. — Ammunition of all kinds is moving better than was anticipated. Loaded shells at the present time are moving as in ordinary years, while sporting cartridges are not quite as seasonable, and, therefore, are moving a little slower than loaded shells. Prices are holding firm. Local jobbers' quotations are shown in the current quotations.

Kitchen Utensils.—Enameled ware and tinware kitchen utensils are selling well, and local jobbers state that the coming season will from the present outlook compare very favorably with former seasons. Prices are holding very firm.

LONDON.

LONDON, ONT., Sept. 23.—Local jobbers report business as being fairly good, with a steady increase in the demand for seasonable lines. Improved business is anticipated with the advent of a little colder weather. Travelers are back on the road after attending the Western Fair The fair was a decided success all former attendance records having been broken this year.

Several price changes have gone into effect during the past week. Turpentine has advanced 2c per gallon, while white lead declined 50c per 100 lbs.

Linseed Oil—The price of linseed oil remains very firm on the local markets. The volume of business passing is very small. The prices quoted generally on the local markets are as follows:

1 to 2 barrels...	65c	68c per gal.
3 to 5 barrels...	64c	67c per gal.
6 to 9 barrels...	62c	65c per gal.

Turpentine—There has been an advance of 2c per gallon in the price of turpentine during the past week.

The increase here has been made to cover the increase in price in the primary markets. No improvement in the volume of business passing is noticeable.

The prices quoted on the local market are as follows:

1 barrel lots.....64c per Imp. gal.
2 to 4 barrel lots.....63c per Imp. gal.
5 gallon lots .....71c per Imp. gal.

White Lead—A decline of 50c per 100 lbs. in the price of white lead is reported. The fact that very little business is being transacted and the recent declines in the price of pig lead are responsible in no small way for the decline in the price of white lead.

The new base price is as follows:

Ton lots $10.10 per 100 lbs.
Less than ton lots $10.40 per 100 lbs.

Brass Jack Chain—Brass jack chain has again advanced in price. The prevailing high price for brass is responsible for the further increase. The new discount is now quoted at 20 per cent. off list as against 35 per cent. formerly.

Cow Ties—Cow chains have declined in price to the extent of 10 per cent.

The old price of 40 per cent. off list has been replaced by the new figures of 50 per cent. off list. A new discount of 80 per cent. off list is now quoted on tie out chains.

Pressed steel stall fixtures are also reduced in price, the new price being 75c per doz.

Wire Cloth—Prices for spring booking on painted screen wire are now being quoted as follows:

100 ft. Rolls—$1.50 per sq. ft.
50 ft. Rolls—$1.55 per 100 sq. ft.

This is 5c per 100 sq. ft. cheaper than last year's price.

Harvest Tools—Harvest tools for spring delivery are now being quoted. the discount remaining the same as last year—40-12½ per cent. off list.

Glass.—Glass is moving very slowly, the usual fall trading in cut lights for storm sash being about normal. The following discounts are general on the local markets.

Single diamond 20 per cent. off list

Double diamond ...20 per cent. off list
Cut lights .....20 per cent. off list

Rubber Hose—Prices for rubber hose for spring delivery are being quoted to the trade. There is no change from the price that prevailed this year.

Ammunition, Guns—Loaded shells and rifle cartridges are moving well, also shot guns are selling fairly well. There is a possibility that the price of shot guns will advance in the near future, but nothing definite can be ascertained at the present time.

Nails—Wire nails selling at $2.45 base per 100 lb. keg and cut nails at $2.70 base, per 100 lb. keg are reported to be very firm at the above prices.

Lanterns and Globes—There is exceptionally good business passing in lanterns and lantern globes. The following prices are general on the London markets:

Cold Blast lantern.....$7.25 doz.
Short Pattern, lantern ....$7.25 doz.
Cold Blast lantern globes....50c. doz.
Short pattern lantern globes .65c doz.

Fence Wire—Fence wire is selling fairly well at the present prices and an advance in price is said to be sure to take place in the near future. Present prices on the local markets are as follows:

	Per 100 lbs.
Barb	$3.10
No. 9 Plain galvanized	2.70
No. 12	2.85
No. 13	2.95
No. 9 Coil Spring	2.75
No. 10 O and A	2.61
No. 11 O and A	2.67
No. 12 O and A	2.75

WINNIPEG

WINNIPEG, Sept. 22.—Sorting orders are coming in freely every mail and business is showing steady improvement. Merchants, whose liabilities are rather heavy show a tendency to order goods in small quantities as yet, and this condition will undoubtedly prevail until they have reduced their outstandings materially.

Conditions certainly look bright at this point for an excellent business this fall and through to the holiday season. As a matter of fact, the spirit of optimism is looking to the New Year when old accounts will be settled, and nothing but clear sailing for 1916 is ahead.

It may seem unusual to the retailer that his trade paper should be taking up the cudgels in favor of an energetic collecting campaign, so persistently, but it is decidedly in the interest of the retailers that they collect their accounts. Only by so doing can the wholesalers be paid the amounts due them and the retailer assured of credit accommodation for the coming year.

That most of the retailers are going to show a clear sheet is the opinion expressed by one of the credit men of one of Winnipeg's largest wholesales. He had just returned from an extensive trip through the three prairie provinces when it was my privilege to meet him last Thursday.

"Every merchant whom I met expresses the opinion that this year will see the greatest reduction in his outstanding accounts he has ever made. Each one is impressed with the importance of an extra effort towards this end, and I am quite optimistic about the results we shall all attain." This is surely an encouraging report to make and shows a commendable spirit exists throughout the country.

The past week has been a very quiet one in the various markets, and no important changes are recorded. This is undoubtedly most unusual but will be a welcome diversion.

Shells and guns are enjoying great activity these days since the duck season opened on the fifteenth and chicken are due for a decrease in numbers the first of next month. All the large orders have, of course, been shipped out, but sorting orders are coming in freely. A demand for rifles and ammunition for the big game season is being recorded and all the jobbers look forward to a splendid season's business.

Threshers' supplies are still greatly in demand, and with the increase of small gasoline threshing outfits, an exceptional call for endless belts has been felt.

Oils and greases are still moving in great volume but the manufacturers are handling the situation extremely well. Business in this line has been very heavy this season, but delays in shipping have been few.

OUR DUTY TO THE BLIND

From Vienna, from Paris and from Montreal come reports of arrangements that have been made for the assistance and instruction of soldiers blinded in the war. The French report states that a larger proportion of the combatants have been, and will be, made blind in this war than in any previous war, on account of the difference in weapons and in the character of the fighting. Ontario has provided amply for the instruction of blind children, but has not been a leader in provision for ameliorating the condition of the adult blind. With the added claims of the soldiers who will come home from Europe sightless, action in this matter cannot be long delayed. Our blind soldiers and fellow citizens must not be left to wear out their lives in idleness and sorrow, when timely aid and proper instruction can enable them to resume their places as useful members of the community. The Ontario School for the Blind at Brantford is maintained for the education of children whose sight is so defective that they cannot be taught in the regular public schools. This School is not intended for adults, and it cannot do what is required for the class above referred to, without reducing, if not destroying, its efficiency as an instructor of the young. Bona fide residents of Ontario, between the ages of seven and twenty-one, who cannot see to read ordinary type without injury, are admitted to the School without charge for board, tuition or books. Applications should be made to the Principal, H. F. Gardiner, Brantford, in time to have all arrangements completed before the opening of the session in September.

RAZORS NEEDED TO COMPLETE SHIPMENT

Another shipment of old or spare razors for the troops at the front will be made on September 30, providing three thousand additional razors are received at Toronto by that date. It is a well-known fact that there are hundreds of retail hardwaremen who have collections ranging from one to a dozen or more razors, and are holding them, hoping that the number will be greatly increased before sending them to Toronto. All retailers are earnestly requested to send in their collections without delay. If hardwaremen will send in at once the razors they have collected the required number will be made up in a few days. The need for razors is greater than ever. Every hardwareman can assist in the work of forwarding razors for the use of the troops. Only a few minutes of your time will be required to parcel up your collection and send it along. If you are too busy, ask one of the clerks to do it for you. Hardwaremen will please address all parcels to T. B. Lee, 30 Front St. E., Toronto.

Genuine Open Hearth Iron

Newport Rolling Mill Co., Newport, Ky., has issued a 20-page booklet, entitled "Genuine Open Hearth Iron." The booklet gives interesting information regarding the products of the company.

Most men need a little encouragement and a modicum of praise now and then as a stimulant, while others might develop a bad case of swelled head if allowed to believe that their services were particularly valuable.

Paint Department

The Development of Display Methods

People Spend Money More Freely Now Than in Olden Days — Show Window Largely Responsible for Change

IF the people of a century back could look at the world to-day they would undoubtedly pronounce the present day an age of extravagance. People spend more freely. They make more money and the opportunity to spend it is constantly before them.

Opportunities for merchandising have multiplied many times over in the last twenty or thirty years.

The store window has played a big part in this development. After all is said and done, there is no way to create a desire for goods like showing them. Put the goods out where people can see them and sales are bound to follow. Telling people about goods—through the newspapers—is an effective means of bringing trade but advertising is more effective if backed up by window trims which show people the goods. In the olden days, merchants had not learned this truth and they kept their stock hidden from sight. People went without things which they would otherwise have bought and the commercial horizon was bounded by the actual needs of the people. Then merchants began to find that it paid to display goods and little by little, display methods developed until to-day the store window has become one of the most important parts of the establishment. And the growth of demand kept pace with the development of the display idea. The store window to-day has a great deal to do with the readiness the public displays to buy what pleases it. The person who walks ahead without looking to either side, seldom departs from the path of parsimony. Those who glance at the store windows, see things they want—and buy them.

Window trimming should be placed on a par with newspaper advertising. It is in many respects quite as important and essential.

The fall is one season of the year when special attention should be paid to dressing attractive windows. During the summer, when the hot sun beats down on the pavements, people do not care to lag on their way and they do not as a general rule, show as much interest in store displays. But when fall arrives, with its invigorating coolness, people begin to take a redoubled interest and an attractive store window will be sure to win a lot of attention.

The fall windows should be made distinctive; they should reflect in subtle ways the spirit of the season.

The resources of the window trimmer will be taxed to the utmost to give each display its distinctive setting, and he will find it will serve him in good stead to start in at once to plan his fall campaign.

He needs to bristle with new ideas for it is the fall series of openings that in reality seem to make the store spring into life; they are in reality the beginning of the new store year. Summer with its haphazard trade is passing; the lethargy of heat is thrown off by the purchasing public; their renewed energy stirs them to look with a new vim not only at their own work, but all the numerous sides of their environment, of which your store will form one.

The busy householder is taking steps to improve the home surroundings. Interior decorations are the order of the day, and efforts are put forth to make the home interior attractive. The indoor months are rapidly approaching, and it is the desire of the home lover to have the interior of the home as inviting and attractive as possible. Here is afforded an opportunity to make many sales of paints and varnishes for interior decorating.

Then there is the coming wet and muddy fall weather when floors and linoleums are put through the hardest test. The householder should be reminded that modern floor finishes, in addition to making the floors clean and attractive in appearance will lighten the work of the housewife, and prevent undue wear on the floor or floor coverings.

There is also a certain amount of outside work undertaken during September and October. Every good retail salesman can put forth many good arguments why the fall is a good time to paint. And in going after fall paint trade retailers should not overlook the possibilities of sales to farmers. Farmers are large buyers of paint, but they should buy a great deal more than they do. The farmer's wife as a rule is a liberal buyer of paint for use inside the home. Barn paint is a good line to push hard during the fall. This fall the average farmer is well supplied with money, and his trade is well worth while going after.

But to get back to window displays. The window can be made to do excellent work in helping to sell paints during the fall. Why not put in a good paint window display now, and talk and advertise paint during the next couple of weeks. Try it, and you will find a spurt upwards in your paint, varnish, and brush sales

WEEKLY PAINT MARKETS

(Continued from page 50.)

are unchanged and are reported as very firm.

White Lead.—The recent decline in the price of white lead has helped to improve business a little and local jobbers report an improvement in demand during the past week. Stocks are low in all parts of the country and while the buying of white lead is not what might be called heavy there is a noticeable improvement in the volume of business being transacted among the local jobbers. Some firms have not as yet reduced their price on white lead, while others are selling at the new price. Prices on the local markets are shown in the current quotations.

Gasoline—The price of gasoline is holding very firm on the recent increases. There are no indications of the price declining as local jobbers state that gasoline is very scarce on the American markets. Prices have also advanced in the U.S. markets and are reported firm. The following prices are being maintained on the local markets.

40 gallon drums..—....18c per gallon
40 gallon barrels.....20c per gallon
Tank wagon .....17½c per gallon

Just the thing for a "Leader" in your Store

The SEAFOAM ELECTRIC

Washer and Wringer

Wrings while it Washes

Washes while it Wrings

Does all the work of washing Clothes except filling and emptying the tub and hanging out. ISN'T THAT A MACHINE YOU CAN SELL TO EVERY FAMILY YOU KNOW THAT USES ELECTRIC LIGHT?

It is also made to run from a gasoline engine or windmill.

Like all good washers, it bears this trade-mark

Cummer-Dowswell, Limited
HAMILTON, CANADA

TRADE MARK KEYSTONE BRAND REGISTERED

A Light Broom the Women will Buy

Before we brought out the "Nugget" it was impossible for a woman to buy a good light broom.

The "NUGGET" is as light as any woman wants a broom to be—it is made of the best corn. The corn won't turn up at the tips, or fall out.

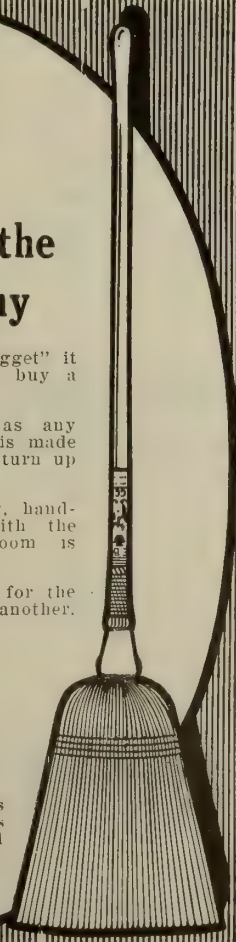
The handle is of golden yellow, handsomely finished and marked with the "Nugget" trade-mark. Each broom is wrapped in a separate cover.

Your customers will come back for the "Nugget." Every broom will sell another.

For prices, etc., write

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



ANY PAINTER

and all builders of houses, whether large or small, are varnish buyers. There is no reason why you should not sell them, if you want their trade.

Are you getting your share of the varnish business in your town?

Berry Brothers' made in Canada Varnishes and Enamels are not only profitable for the dealer, but give the consumer the best possible service.

Here are two winners:

LIQUID GRANITE *for* FLOORS
Lasting Waterproof Varnish

Makes a rich, smooth lustre, resists hard wear and easily kept clean and bright.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

Makes a rich, permanent, snow-white finish, sanitary, durable and washable.

Send for our complete price list and attractive dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ontario

(138)

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 23.—While business generally in the paint trade continues without much change, a comparison with a year ago is satisfactory. However, considering the good crops throughout the country, both east and west, the seasonable improvement in the outside districts is not what had been hoped for. On the other hand, there is a demand springing up in certain industries, which have been active on war orders, and this is helping out the city business, although the store trade continues slow, and there is practically nothing moving for building purposes. The comparatively narrow movement in the country districts indicates not only that the consumption is not heavy, but that the retailers are holding to the hand-to-mouth policy of buying, and it is not likely that there will be a general change in this attitude while prices remain at their present high level.

The markets have remained comparatively steady during the week, and the wide spread in oil prices continues. Lead is steady, although easy, and other commodities show no change worthy of note.

Linseed Oil.—A week ago it was reported that the tendency of the linseed oil market was to higher levels in sympathy with the flax market. The top of the price range was then advanced two cents, and it was considered as likely that this would become general within a few days. However, there are indications that the old spirit of competition between the different houses continues, and that advantage has been taken of the recent developments to emphasize the fact that the flax market does not necessarily rule oil quotations to the trade. It would appear that some supply houses have been on the right side of the market, and are prepared to accept profits on their actual costs. The quotation of 60c and 63c which was in effect last week, and which was expected to change, is still officially given to the trade by a leading jobber. The present range is, therefore, as follows, with the prospect that competition will force down the top figures:

	Raw.	Boiled.
1 to 2 barrels	60c-65c	63c-68c
3 to 5 barrels	59c-64c	62c-67c
6 to 9 barrels	58c-63c	61c-66c

White Lead.—There has been no further change in the quotation for white lead, which declined 50c per 100 lbs. a week ago. The pig lead situation has been steady and easy, and in relation thereto the position of white lead is inclined to weakness, although further substantial reductions do not appear likely in the immediate future. Narrow buying, which is the usual feature of a falling market, is a factor for dullness. The basis is $9.95 per ton, with an advance of 30c for smaller lots.

Zinc.—The situation in zinc shows practically no improvement. The sharp declines in the price of spelter have been a favorable influence, but as yet hardly a factor. This state of affairs results from the fact that it is almost impossible to get deliveries of the variety of supplies required for the paint business. Eventually zinc must follow spelter down the price scale, but it may take some time for the situation to right itself.

Turpentine.—The market has disregarded anything in the way of tendencies for firmness, the situation as regards turpentine being similar to that of oil, in that competitive prices are based upon cost and extent of supplies rather than prevailing values. The wide range continues as follows:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4-barrel lots	57-61c
5 to 10-barrel lots	56-60c

Gasoline and Benzine.—Movement of gasoline continues very fair, with continued open weather, sales making favorable comparison with a year ago. Quotations are unchanged at 17½c for drums and 17c tank wagon. Benzine continues at 14½c for drums and 14c tank wagon.

Glass, Putty, etc.—Glass and putty continue changed, but both are comparatively firm. The demand is small and conditions generally dull, both as to the present and the future outlook. Colors are very unsettled and adjustments continue from time to time.

TORONTO.

TORONTO, Sept 24.—The trade report a fair amount of business transacted during the past week. From present indications it seems as though retailers were holding back in regard to placing orders for ready mixed paints owing to the fairly high prices which are being quoted.

It is not expected that this condition will improve until something definite is known concerning the prices. At the present time the tendency of the market is downward, the recent decline in the price of lead helping very materially in this direction. There are no price changes to report this week.

Linseed Oil—The recent advance of 2c per gallon on linseed oil is holding firm. The price of raw at 65c and boiled at 68c per gallon in 1 to 2 barrels is being quoted generally on the local markets. The volume of business passing is very small, as dealers are looking for lower prices and are only buying in quantities that will suffice for the present demands. City business in linseed oil is very quiet, while the country trade has shown no improvement.

The following prices are general on the local markets.

	Raw	Boiled
1 to 2 barrels...	65c	68c per gal.
3 to 5 barrels...	64c	67c per gal.
6 to 9 barrels...	62c	65c per gal.

Turpentine—The price of turpentine is unchanged from last week. The primary markets are very unsettled and fluctuations were in evidence during the past week. No definite change has been made in the price. A slight improvement has been noticed on the local markets during the past week, and prices generally are being quoted as follows:

Single barrels 64c per Imperial gallon
2 to 4 barrels 63c per Imperial gallon
5 gallon Lots..71c per Imperial gallon

Putty—The demand for putty is still very small and local jobbers do not expect any improvement in the situation until building operations become more active. The following prices are general on the Toronto market:

Bulk in casks.....$2.50 per 100 lbs.
Bulk in 100 lb. drums $2.70 per 100 lbs.
Bulk in 25 lb. drums..$2.80 per 100 lbs.
Bladders in barrels....$3.10 per 100 lbs.

Glass—The prospects for selling more glass are not improving. The usual demands for fall for the storm sash business, etc., are in evidence. Otherwise no improvement has been noticed. Prices

(Continued on page 48.)

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb.	30
Pattern, lb.	..

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only: Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit. doz.		12 50
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 60
No. 3, doz. net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminanum grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 14½	0 17½

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 57½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 70 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 72½ p.c.
Square Head Blank Bolts, 60 p.c.
Belt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 5 p.c.
Step Bolts, large head ($3) list, 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS

	Per lb.
Springs, sheets, up to 20 gauge	0 40
Rods, base ½ to 1 in. round	0 38
Tubing, seamless base	0 38
Tubing, iron pipe size, 1 in. base	0 42

Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard, welded	$6 50
30-gal. Standard, riveted	6 75
30-gal. extra heavy	9 00

BOARDS, BAKE

	Per doz.
No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash)

	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 15
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	14 10
Weighted, 20 lbs., per doz.	16 89
Weighted, 25 lbs., per doz.	19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinner, 70 and 10 p.c.. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, (Scotch), net ton	..	6 50
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per do., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 18
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	..	0 20

CHISELS

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	31 00	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	29 00	29 50
Copper sheet, tinned 14x60, 14 oz.	31 50	..
Copper sheet, planished, 14x60 base	37 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH)

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., $3.50.

CANADA PLATES

Ordinary, 52 sheets	3 45	3 50
All bright, 52 sheets	4 40	4 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 25
60	6 50	6 50	6 50
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

M.L.S. and Famous—

	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLOCKS, ALARM

Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 20
Baby Ben, each	2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Price doesn't always Indicate Quality

You can pay more than

JAMIESON'S PURE PREPARED PAINT Costs

but you cannot get better paint

We don't claim that ours is the only good paint on the market, but we do guarantee it, and it sells at a moderate price.

Give us an opportunity to place our proposition for you. You've nothing to lose and much to gain.

Write us to-day.

R. C. Jamieson & Co., Limited

Established 1858 MONTREAL

Owning and operating P. D. DODS & CO., Limited

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz.	8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL

	Doz.
Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Other lines, 20%.

GASOLINE.

	Montreal.
Drums	0 17½
Tank wagon	0 17

	Toronto.
Any quantity, in bbls	20
Drums, 40-gal., per gal.	18
Tank wagon	17½

GRINDSTONES.

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 45

Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in.	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over	0 06½
Napping, up to 2 lbs.	0 10

HANDLES (WOOD).

	Net.
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40%.
Railroad and navvy pick, 25%.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.		$7 50
R. W. No. 117 P.D. Hanger full set		2 75
R. W. No. 321, per doz. pr.		14 40
Stearns wood track. Special.		
Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers		5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.
Triplex spring hinges, 40%.
Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.
"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles, base	2 75	2 50
Common bar, per 100 lbs.	2 10	2 15
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 55
Horseshoe iron, per 100 lbs.	2 30	2 55
Mild steel	2 10	2 15
Sleigh shoe steel	2 10	2 35
Domestic	2 30	2 15
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 08
High speed	0 65	1 00
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short ruby, enamelled	1 25
Cold blast, common ruby	2 50
Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20

LATHS (METAL)

	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD

Montreal Toronto

Trail, 100 lbs., see weekly report

Lead Wool, 10c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft.	8 25	9 25
Sheets, 3½ lb. sq. ft.	8 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 NET.
Sterling, $9.50.

B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Water Motor	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50

This advertisement is No. 2 of a series giving

Fifteen Reasons for the Superiority of

SHERWIN-WILLIAMS PAINTS AND VARNISHES

"Because of our Fifty Years' Experience"

"Experience is the Best Teacher"

S-W FLAT TONE

The ideal wall finish

The flat drying oil-paint has come to stay, and S-W Flat-Tone, through its superior qualities, will continue to be the standard of this class of finish.

Flat-Tone excels in covering and working qualities because it is made by special mills of our own design, according to formulas which are scientifically correct.

DURING the long time this Company has been in existence it has been our constant endeavor to turn out the most complete and highest quality line of paints and varnishes on the market.

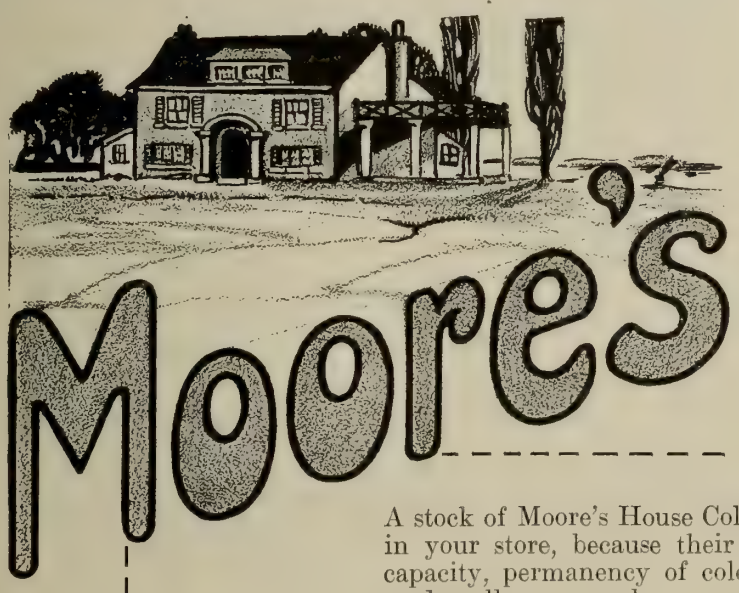
Years of experimental and research work in connection with raw materials, formulas, and processes, and years of testing in a practical way the various S-W finishes on surfaces and under conditions for which they are intended has resulted in not only a great development in our knowledge of paint and varnish making, but also in an expansion of our line of products to an extent beyond anything the originators of the Company ever dreamed of.

Through the work our chemists, testers, paint makers, and varnish makers have carried on for fifty years we have brought our formulas and equipment to the highest state of development in the paint and varnish field. The men who supervise our manufacturing departments are authorities on anything pertaining to paints and varnishes, and have accumulated their knowledge through their long connections with the S-W Co. In this way we have been able to originate new ideas in paint and varnish making which enables us to maintain our position as leaders in the manufacture of paints and varnishes.

Not a month passes but some new formulas, etc., we are working on are perfected, and an addition is made to our already large and extensive line.

For these reasons our fifty years' experience is an asset to business which cannot be duplicated, and neither can it be reckoned in dollars and cents.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



Moore's House Colors

"The Quick-Selling, Popular Line"

A stock of Moore's House Colors will never become dust collectors in your store, because their reputation for durability, covering capacity, permanency of color and reasonable price make them ready sellers everywhere.

Give the Moore line a trial. The resultant increase in your paint sales will convince you that they are very profitable.

Drop a line for proposition.

MADE IN TORONTO, Canada.

Benjamin Moore & Co., Limited

WEST TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process list, 10th January, 1912.

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 40 per cent. off list.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 50
U.S. Navy (American) 9 75
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 25

OIL

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70

Per 400 ft. roll

Plain Fibre, No. 1 .... 0 50
Plain Fibre, No. 2 .... 0 30
Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

400 sq. ft. roll

O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Dry fibre No. 2 .... 0 35
Carpet felt 2 10

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 10
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78

Lapweld

2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	150 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 25
Pine, green, per bbl. 4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

RAZORS Per doz.

Ern Razors ....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)...$2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt..... 2 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal. 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 and larger 0 22

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 25
L Handle 3 25

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

Per cent.

Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 65 10
Square cap ... ...50 and 5
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Ouinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 00	2 50
12 gauge	3 00	2 55
14 gauge	2 85	2 55
16 gauge	2 85	2 35
18-20 gauge	2 85	2 50
22-24 gauge	2 85	2 55
26 gauge	2 59	2 60
28 gauge	3 00	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

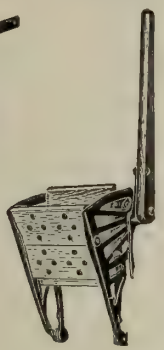
B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 40	5 15	5 40
22-24	5 50	5 30	5 50
26	5 75	5 45	5 75
28	6 00	5 75	6 00

Premier—14 gauge, $4.10; 16 gauge, $4.30; 18 to 20 gauge, $4.60; 22 to 24 gauge, $4.80; 26 U.S., $5.00; 28 U.S., $5.30; 10¾ oz., $5.50.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 15
26 gauge	4 95	4 80
28 gauge	5 45	5 20
10¾ ozs.	5 65	5 60

Add 25c for less than case lots.



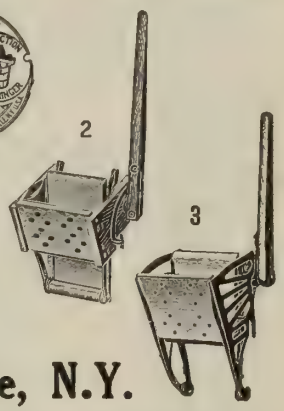
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

Oval

APPLE

Picking

BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

ORDER NOW.

Walter Woods & Co.

Hamilton - Winnipeg

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES

Onward Sliding Shoes, 40 p.c.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 30 cents.

SOLDER, WIPING

Acme 0 21
Commercial 0 22½
Easy 0 22
Star Extra 0 25¼
Strictly standard wiping 0 25¼

SPELTER

See weekly report.

STAPLES Per cwt.

Fence staples, galvanized, in kegs $3 70
Fence staples, galvanized, 25-lb. boxes 3 95
Fence staples, bright, in kegs 2 85
Fence staples, bright, in 25-lb. boxes 2 95
Poultry netting staples, 10-lb. boxes 5 50
Poultry netting staples, 25-lb. boxes 4 95
Poultry netting staples, 100-lb. boxes 4 70
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 90
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each $2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, 10 dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 80; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 20½
3-ply 0 19

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 00
No. 3, doz., net 17 40

Hercules

No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 57½%
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper pitts, 15 p.c.
Boiler kettle bottoms, 20 p.c.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3 p.c.
Coal hods, 33 1-3 p.c.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS

Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE

Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.65; No. 4, $2.70; No. 15, $2.80.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.

Rustless screens, 7½c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 00	3 15
No. 9, coil spring..	3 00	3 10
No. 9, plain galv...	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10...	2 61	2 51
O. & A., No. 11 ...	2 67	2 67
O. & A., No. 12 ...	2 75	2 75

F.o.b. London; Base, $2.95; No. 9 galv., $2.70; No. 12, galv., $2.85; No. 13 galv., $2.95; No. 9 coil spring, $2.75.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt.

No. 12 ....$ 3 20
No. 13 .... 3 30
No. 13½ 3 35
No. 14 .... 3 45
No. 15 .... 3 65

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each ....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 25	0 19
Part cask	0 26	0 20

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.
Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

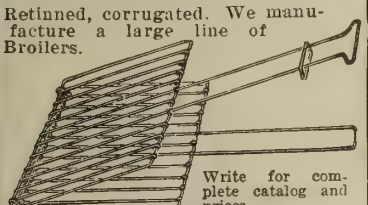
SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

WIRE GOODS

Attractive, Strong, Big Value SOAP DISHES
No. 2. Twisted wire frame. Retinned. Size 6½ x4x1½ inches.

Reversible Broilers and Toasters
Retinned, corrugated. We manufacture a large line of Broilers.



Write for complete catalog and prices.

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BUFFALO, N.Y.
Canadian Office, L. G. Beebe, Foy Bldg., 32 Front St. W., Toronto.
I. E. Beauchamp, Coristine Bldg., Montreal.

KITCHEN UTENSILS and HOUSEHOLD ITEMS, BATHROOM FIXTURES, DISPLAY EASELS, ETC.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES.

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING.

Cement Coating	$2 55	2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28
Ground glues, 112-lb. bags— No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
[illegible] to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts. Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. [illegible] delivered.
City discount, 45 and 5 p.c. off
Toronto:
[illegible]scount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb

Zinc coated	0 12
Zinc, pure	0 30

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $11.40 less than ton lots. Ton lots less 5 p.c.
James Genuine, $12.25 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 95	$10 10
C. P. Co. Decorators Pure	9 95	10 10
Crown and Anchor.	10 15	10 30
Elephant Genuine	10 25	10 40
Green Seal	10 45	10 60
Moore's Pure White Lead	10 45	10 60
O.P.W. Pure English	....	10 30
O.P.W. Decorators Pure	....	10 10
Painters' Perfect	10 15	10 10
Ramsay's Pure Lead	9 35	9 50
Ramsay's Exterior.	10 15	10 40
Tiger Pure	10 45	10 60

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	10 00	9 25
Genuine, 100-pound kegs, per cwt.	10 50	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots	$19 00
½ lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

(LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	2 05
Fresco Tone	2 15
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100 p.c. Pure	2 30
Moore House Colors	1 85
Ramsay's Pure	2 10
Ramsay's Thistle	1 90
Stephens' House Paint (Wpg.)	2 05
Stephens' Floor Paint (Wpg.)	1 85
Senour's Floor Paint	2 00
Senour's Porch Paint	2 30
Sherwin-Williams	2 30

PARIS, PLASTER.

Per bbl.	2 45

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
250-lb. casks	..	24
100-lb. drums	..	25
50-lb. drums	..	25
1-lb. pack., 100 case.	26½	..
½-lb. pack., 100 case	..	28
1-lb. tins, 100 case	27½	..
½-lb. tins, 100 case.	..	29¼

Prices f.o.b Toronto, Hamilton and London.

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY. Standard

	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.
Montreal Toronto
See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish	2 80
Shingletint, 5 gal. cans	1 05
Creo-lac	0 85

VARNISHES
Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil.. Finish	1 55
Dulgloss	3 00
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing.	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 7 50
Shot, soft, per cwt., $12.25; ch ıed, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

TS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, .25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

TING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts. small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅜, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25 p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50, and 17½ p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short globe, doz. ..	7 50

LEAD PIPE, $9..9.0, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL.
Raw, per gal., 80c; boiled, per gal., 83c.
These prices are for barrels. Less amounts 5c per gal. extra. with additional charges for cans. etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire. f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10% off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots. net list; case, 2½c per lb. off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 60	3 65
2 gal., dome top....	4 05	6 00
3 gal., dome top....	5 20	8 65
5 gal., dome top....	6 46	10 75

OILS.
Silver Star oil, 18½c., gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks. 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch $55.80; 6 inch, $72.

PLASTER. Paris, per bbl., $3.75.

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 25
25-lb. rions, per cwt........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila. 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 65%; flat head, brass, 70+5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES.
Bright wire, per cwt., $2.80 at Fort William; $3.20 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel. 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 85% off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 75c.

VISES.
Peter Wright's solid box vises. 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.65; Winnipeg, $3.00; Glidden cattle, Fort William, $2.50; Winnipeg, $2.83; Glidden hog, Fort William, $2.60; Winnipeg, $2.93; Baker, Fort William, $2.48; Winnipeg, $2.80; Alberta Special, Winnipeg, $2.60; plain twist, per cwt., Fort William, $3.90; Winnipeg, $4.30; coil spring, No. 9, Fort William, $2.90! Winnipeg, $3.30; coil spring, No. 12, Fort William, $3.10; Winnipeg, $3.50; plain galvanized, No. 9, Fort William, $2.85; Winnipeg, $3.25.
Patented screen, in 100-ft. rolls. $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.00.
Bale ties, 14 gauge, single loop. $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $2.85; 10, $2.91; 11, $2.97; 12, $3.05; 13, $3.15; 14, $3.25; 15, $3.40; 16, $3.55.

WIRE (STOVEPIPE).
18 and 19 gauge, 5¼c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

We are not Slaves to Precedent

Though we have been doing business in Winnipeg for over thirty years, no feeling of sentiment or established custom binds us to the methods which won for us our initial success.

Realizing that each day sees the birth of new ideas, we have directed our efforts to keeping pace with the rapid march of events in the business world, and the development of Western Canada.

To every innovation we bring an open mind; and the first question we ask ourselves is to what extent will this benefit our service to our Customers.

We don't stick to any system if we can discover a better one. Perfect though its working seems to us to-day, we believe there may be room for improvement in some branch of our Service, and whatever changes we make you will reap the benefit.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

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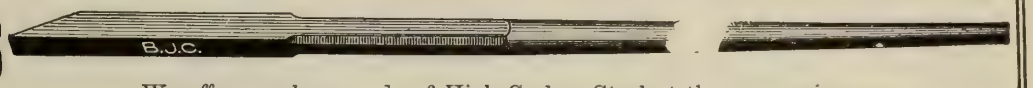

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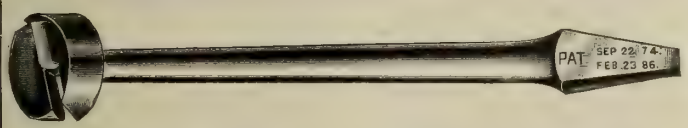

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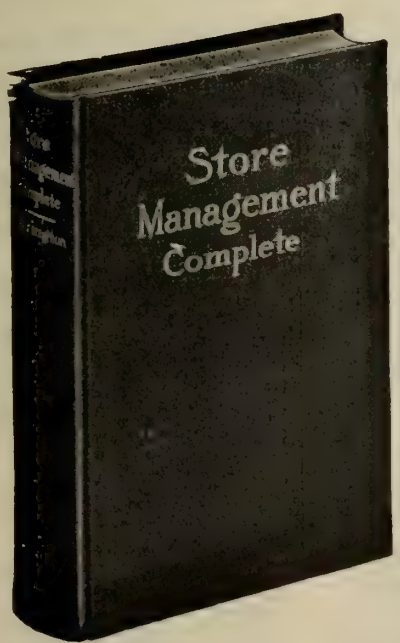

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Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
Metal Windows and Doors.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Mitre Boxes.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Monel Metal.
The International Nickel Co., New York, N.Y.
Mop Wringers.
Mackenzie Bros., Winnipeg, Man.
Motor Accessories.
Melchior, Armstrong & Dessau, New York, N.Y.
Motors, Canoe.
Melchior, Armstrong & Dessau, New York, N.Y.
Motors' Detachable.
Melchior, Armstrong & Dessau, New York, N.Y.
Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Nails, Wire.
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.
Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.
Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.
Nitrogen Fixtures.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
Oils.
Prairie City Oil Co., Winnipeg.
Oilers.
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.
Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Packing.
Canadian Consolidated Rubber Co., Montreal.
Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.
Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Pipe, Wrought, Lead and Galvanized.
Beatty Bros., Ltd., Fergus, Ont; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.
Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons.
Buck Bros., Milbury, Mass.
Plate Clamps.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.
Polishes, Metal.
Can. Fairbanks-Morse Co., Montreal.
Northwestern Chemical Co., Marietta, Ohio.
Post Hole Augers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
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The British Aluminium Co., Ltd., London, Eng.
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Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Pulleys (Sash, etc.)
MacKenzie Bros., Winnipeg, Man.

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Gurney Foundry Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
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Whitman & Barnes, St. Catharines.
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Brandram-Henderson Co., Montreal.
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MacKenzie Bros., Winnipeg, Man.
Sanderson & Harold Co., Paris.
Registers.
Kir-Ben, Ltd., Almonte.
Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.
Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
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Bird & Son, Hamilton, Ont.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Miller, Morse Hdw. Co., Winnipeg.
Roofing Supplies.
Bird & Son, Hamilton, Ont.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
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Rope Blocks.
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Melchior, Armstrong & Dessau, New York, N.Y.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Lufkin Rule Co., Windsor.
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Aylmer Pump & Scale Co., Aylmer.
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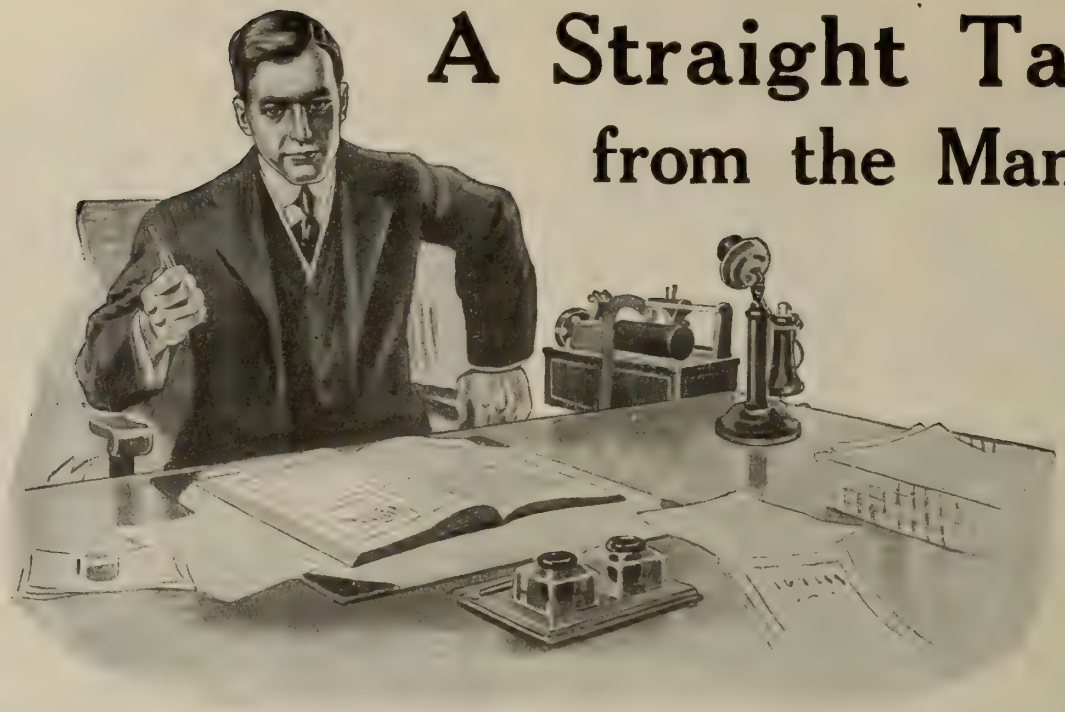
A Straight Talk from the Manager



"Every Right to be Proud"

QUITE often, the members of our staff are encouraged to greater efforts by the receipt of an appreciative letter from some prominent subscriber or advertiser.

Here is an extract from such a letter received a few days ago from L. S. Starrett Company, one of the largest manufacturers of mechanical tools in the world:

"We have noted the article 'Show Cards You Can Make' in your issue of August 21. This is an excellent idea, and, we believe, original with you. We congratulate you on it, as well as on the excellence and progressiveness of Hardware and Metal in general. You have a publication of which you have every right to be proud."

I wonder how many of our subscribers fully realize how high their trade paper stands among the world's hardware publications. The letter quoted above will help them to realize this.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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YOUNG MARRIED MAN, 28 YEARS OF age, six years' experience in hardware business; best references; good salesman. Apply J. A. McLean, Pembroke. (39)

HARDWARE SALESMAN, EIGHT YEARS' experience, desires position in retail or wholesale. Apply Box 215, Hardware & Metal. (39)

HARDWARE CLERK, YOUNG MAN WITH good experience in general hardware, is open for position in good Ontario town or city. Best references. Apply Box 216, Hardware & Metal. (40)

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FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ESTIMATING. BY EDWARD NICHOLS, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price, postage paid, $1.00. MacLean Publishing Co., Ltd., 143-53 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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Stock	$2,061.15
Tools	689.30
Ford Delivery Car	400.00
Office Furniture and Fixtures	327.35
Modern Automatic Grain Pickler (Patented)	6,000.00
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Tenders will close at noon on Saturday, September the 25th, 1915, and must be accompanied by a marked cheque for $50.00, which will be returned to unsuccessful tenderers. Envelopes must be marked "Tender re Regina Heating & Sheet Metal Co., Ltd."

Stock, etc., may be seen on application to the undersigned.

The highest or any tender not necessarily acceptable.

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REGINA, SASK.

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Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

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In Securing a Position
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In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
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It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

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Butterfield & Co., Rock Island, Que.
Screw Drivers.
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Quality Tool Co., Montreal.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.
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Acme Shear Co., Bridgeport, Conn.
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O-Rib-O Mfg. Co., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
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Shellacs.
Berry Bros., Walkerville, Ont.
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Lundy Shovel & Tool Co., Peterboro.
Sieves and Screens.
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Silo Roofs.
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Singletrees.
MacKenzie Bros., Winnipeg, Man.
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Metallic Roofing Co., Ltd., Toronto and Winnipeg.
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Slings.
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Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
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Hutchins-Kilbourne Co., Buffalo, N.Y.
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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
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Eureka Planter Co., Woodstock, Ont.
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Stains, Shingle.
Berry Bros., Walkerville, Ont.
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G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Stains, Wood.
A. Ramsay & Son, Co., Montreal.
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Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.
Staple Pullers.
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The Stanley Works, New Britain, Conn.
Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.
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Gurney Foundry Co., Toronto.
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Interstate Electric Novelty Co., Toronto.
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Pratt & Whitney Co., Dundas, Ont.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Tubing, Rubber.
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Richards-Wilcox Canadian Co., London, Ont.
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Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Whips.
MacKenzie Bros., Winnipeg, Man.
Whisks.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
American Broom Works, St. Basile, Que.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
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Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
The British Aluminium Co., Ltd., London, Eng.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.
Wire Goods Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.
Wire Products.
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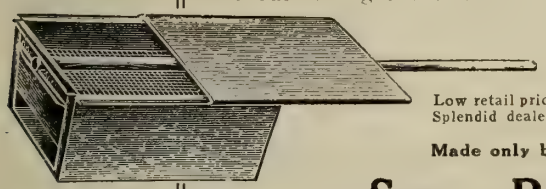
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y.
Wire Rope.
B. Greening Wire Co., Ltd. Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.
Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.
Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Wood Specialties.
E. B. Salyerds, Preston, Ont.
Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.
Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington & Cleveland.
Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Wringers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

The "Daisy" Makes Quick Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.



Low retail price.
Splendid dealers' profit.
Made only by
Soren Bros.
545 King St. W., Toronto, Canada

BOLTS
Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**
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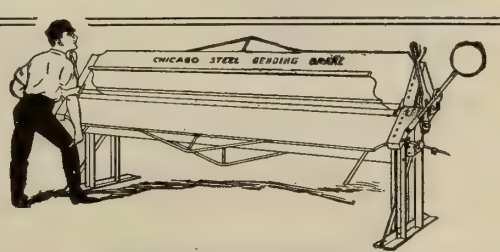
LONDON, CANADA

Arctic ARCTIC METAL **Metal**
Is made to last. Have you tried it?
The price is at the beginning, but the real cost is at the end of service.
Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Table and Pocket CUTLERY
CABINETS AND CASED GOODS
RAZORS, SCISSORS

To ensure that the goods you buy are of
BRITISH MANUFACTURE
see that they bear the
FLAG AND CROWN
Registered Trade-Mark
of
HRS & Co.
HENRY ROGERS, SONS & CO., LTD.
SHEFFIELD



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in the U.S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

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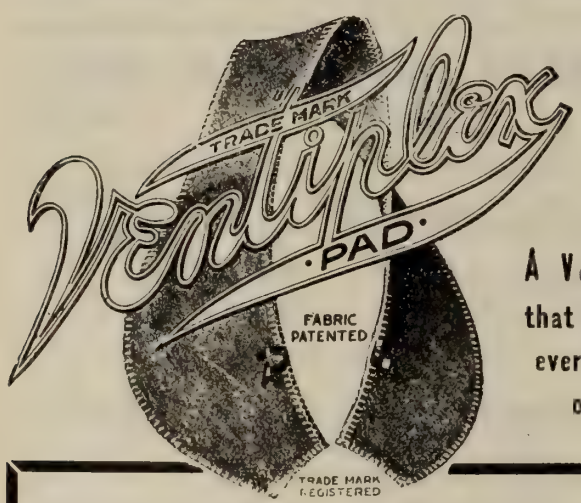


A Vantages that appeal to every horse-owner

When you sell a horse-owner Ventiplex goods you sow the seeds for more business, because Ventiplex Housings—Sweat Pads—and Saddle Blankets will give your customer the satisfaction that creates confidence in the goods you sell.

The use of Ventiplex goods will absolutely prevent gall sores. Easily washed, and will retain their shape.

Place your order to-day.

There's a splendid profit.

Burlington Windsor Blanket Co., Ltd.

793 King St. W., TORONTO, ONT.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—*Galveston News.*

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY

BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

ASSIGNEES AGENTS LIMITED
154 Simcoe St., Toronto
COLLECTIONS - ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

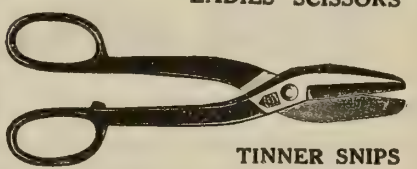
HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

MYERS PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS. LIMITED Montreal

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

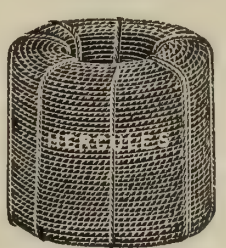
Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

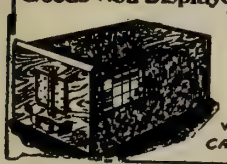
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
Wholesale Dealers Sell Them

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg. Montreal

A want ad. in this paper will bring replies from all parts of Canada.

A want ad. in this paper will bring replies from all parts of Canada.

"It is my opinion that for big game the Ross .280 Rifle is the best in the world."

B. K. Miller, Wild Rose, Wis., U.S.A.

Mr. Miller adds:—"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

Dealers find this rifle, which is enthusiastically praised by the keenest Canadian as well as American sportsmen, a valuable addition to their stock.

The Ross .303 Sporting Models are also very popular.

Their accuracy and reliability combined with their comparatively low price make them universal favourites.

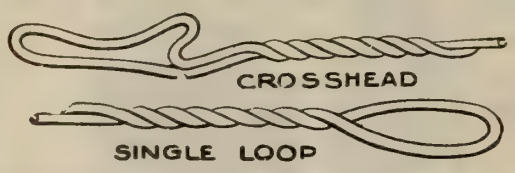
Another good seller is the Ross .22 Cadet Rifle. It is adopted by the Government for Cadet Corps, and is a strong, reliable and accurate arm suitable for the roughest use on camp or trail.

ROSS RIFLE COMPANY - QUEBEC

Baling Wire and Bale Ties

Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

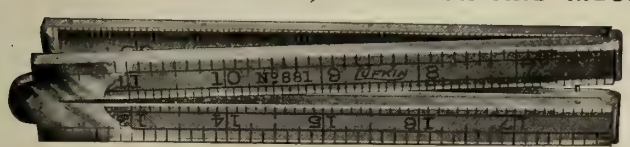
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

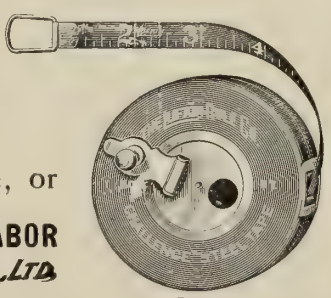
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

Talk Number Seventeen

Thanks, boys, for the many fine "bouquets" about the fine working up quality of PREMIER GALVANIZED SHEETS. They're as good as they look and that's going some. Most Canadian jobbers can now supply them, but if there remains a reluctant one, doing his bit in the States, send us your enquiry direct and we'll see you're well supplied. PREMIER dollars stay in Canada.

Look for Talk No. 18 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON. CANADA

68-R

New McKinnon Specialties

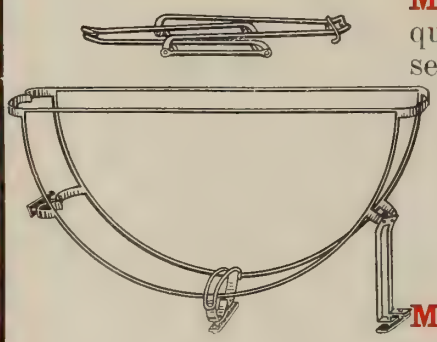
Each one has been thoroughly tested and proven to be of McKinnon Quality simple, light weight and handy to use —pre-eminently practical. Being made of **steel** electrically welded, they are strong and durable. They are destined to be big sellers.

McKINNON STORAGE STANDS are better than jacks for they won't tip over. Guaranteed to hold any car weighing up to 8,000 lbs. Made of **steel** electrically welded. Finished in black japan. Nest nicely for shipping. They'll increase your fall business.

No. 50 is 15¼" high, for smaller cars.	Per set of 4—$2.00
No. 60 is 17" high, for large cars.	Per set of 4—$2.50

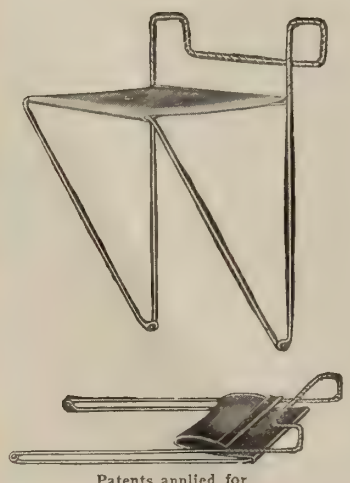
McKINNON MOTORCYCLE STAND takes the weight off the front tire when the cycle is not in use—it makes the tire last longer. It raises the front wheel high enough to make tire repairing easy along the road or in the shop. Folds compactly and can be used on any motorcycle. It weighs but a pound. Finish, white nickel. Each one packed in a separate box.

No. 100—Cycle Stand.	List price—60c each



McKINNON TIRE HOLDERS for Ford Cars can be easily and quickly attached to the running board at the left of the front seat where the tires will be kept cool and clean. They hold the tires securely, and have a simple locking device to prevent theft—no dirty straps or chains. Can be used for smooth or non-skid tires, with or without covers, or demountable rims.

No. 70 for one tire. Weight 6 lbs.	List price—$1.25
No. 75 for two tires. Weight 6¾ lbs.	List price—$1.50



McKINNON NO. 90 SEAT for Ford Cars rests on the door-sill and is held in place by hooking over the top of the door. The weight does **not** come on the door, and the hook is wrapped to prevent marring. Folds compactly and can be carried under the rear seat when not required for use. Upholstered in black Art. Leather, padded. Frame finished in black japan, carefully baked on. The frame is so designed that the door cannot open when the seat is in place.

List price	$1.50 each

Special discounts to dealers and jobbers. Order a sample lot to-day.

Patents applied for

McKinnon Dash Company

ST. CATHARINES **ONTARIO**

HOUSEHOLD GOODS NUMBER

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 October 2
No. 40 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

IRON AND STEEL

Angles, Beams
Channels
Plates
Merchant Bars and all special grades
Hoops—for all purposes
Bright Cold Rolled Strips

SHEET METALS

Black, Galvanized and Tinned Sheets.
Tin and Terne Plates, including special high-grade
Sheet Copper and Brass
Sheet Zinc
"Dominion Crown" Canada Plates in Galvanized, Polished and Black

INGOT METALS

Antimony
Aluminum
Copper
Lead
Tin
Zinc Spelter

ALL AT LOWEST MARKET PRICES.

A. C. LESLIE & CO., LIMITED
MONTREAL

Made in
La Salle, Ill
— by —
Westclox

BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

Might We Suggest That You Stock Up On Carborundum Knife Sharpeners Right Now?

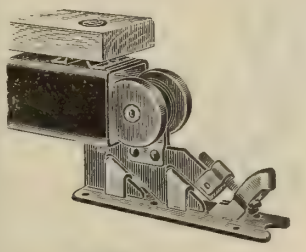
OF course, they sell any time, but in the fall when turkey carving days come you have the logical time to push Carborundum Knife Sharpeners still harder. Show them in your windows along with the carving sets—display them on your counters—your customers will surely be interested in a sharpener that puts an edge on any household knife in a twinkling. A sharpener that really cuts—faster, cleaner than the old-time steel.

Made with genuine stag or wood handle—put up in attractive display cartons.

Better stock up now and be prepared for the carving season. Incidentally they help YOU to a nice slice of profit.

The Carborundum Company
Niagara Falls, N. Y.

"A Hanger for Any Door That Slides"

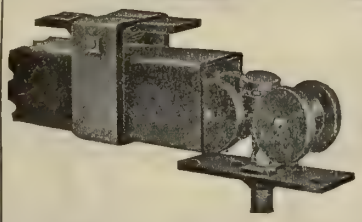


No. 19 HERO TROLLEY
HOUSE DOOR HANGER

Track is removable and adjustable after walls are plastered. Solid fibre wheels. Ball bearings. Low-priced.

No. 321 CHAMPION
BARN DOOR HANGER

For quality of workmanship and fine operation the Champion has no equal. There are cheaper hangers, but none so good. For your good hanger, sell the best.



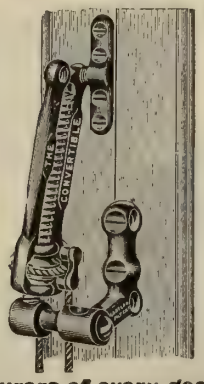
FOLDING DOORS
The one right way to hang them is on R-W Trolleys.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

JAMES CARTLAND & SON
BIRMINGHAM, ENGLAND LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw ... 4/
½ screw.... 6/6
1795 Brass
⅜ screw.... 5/6
½ screw.... 8/6
1797 Gun Metal
⅜ screw.... 6/6
½ screw.... 10/6
each.

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

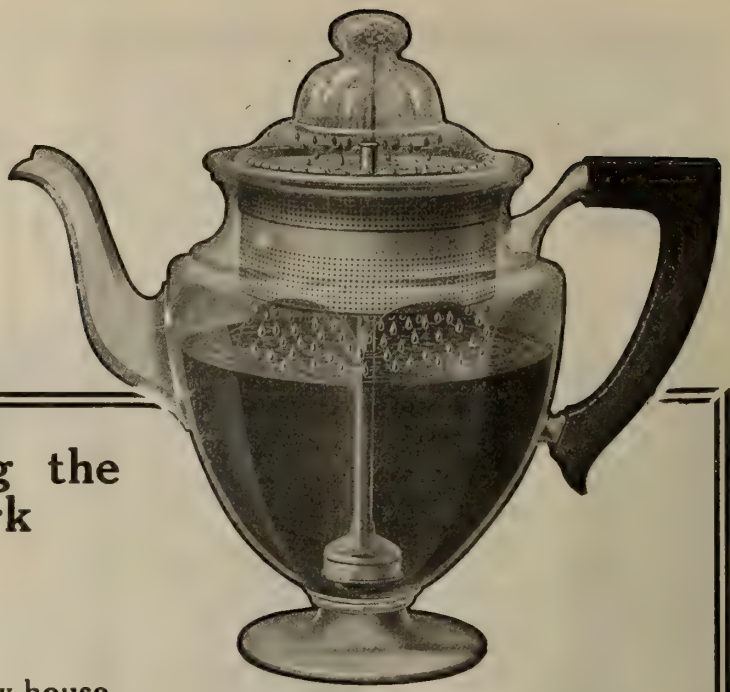
Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.
Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

It's Easy To Sell



Coffee Percolators bearing the "Universal" Trade-Mark

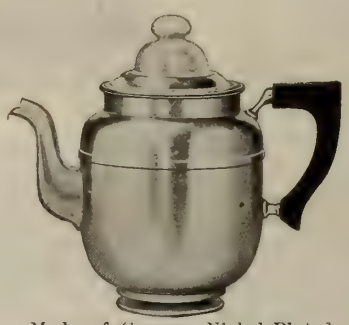
UNIVERSAL

as their superiority is recognized by every housekeeper. Is your stock complete?

X-Ray view, showing "Universal" method of percolation.

Made of Pure Aluminum, Highly Polished. Ebonized Handles.

No. 74 Capacity 4 Cups
No. 76 Capacity 6 Cups
No. 79 Capacity 9 Cups
No. 714 Capacity 14 Cups



Made of Copper, Nickel-Plated Ebonized Handles.

No. 52 Capacity 2 Cups
No. 54 Capacity 4 Cups
No. 56 Capacity 6 Cups
No. 58 Capacity 8 Cups
No. 510 Capacity 10 Cups

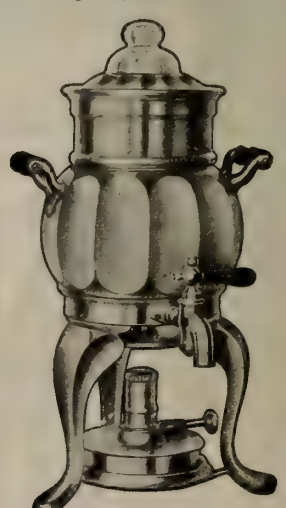
Made of Copper, Nickel-Plated Ebonized Handles.

No. 44 Capacity 4 Cups
No. 46 Capacity 6 Cups
No. 48 Capacity 8 Cups
No. 410 Capacity 10 Cups

No. E 9637—Electric Coffee Percolator 7 Cups.

No. E 9136—Electric Coffee Urn

See next week's issue for full particulars regarding the November campaign on UNIVERSAL PERCOLATORS



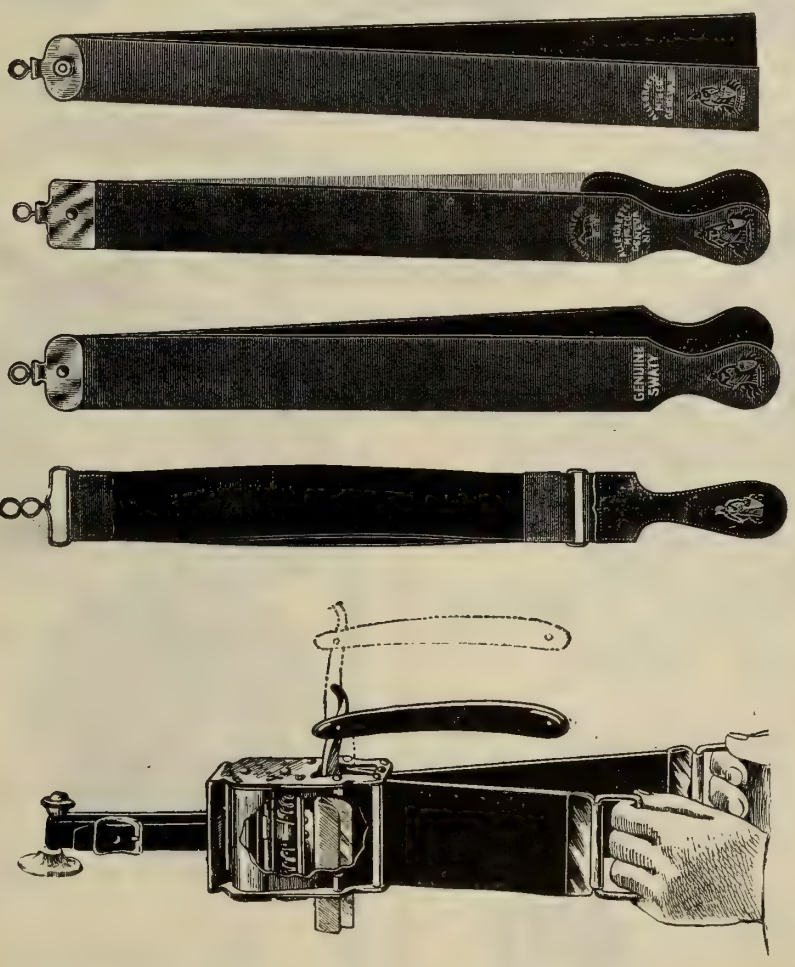
No. 406—Coffee Urn Sizes 4 to 9 Cups

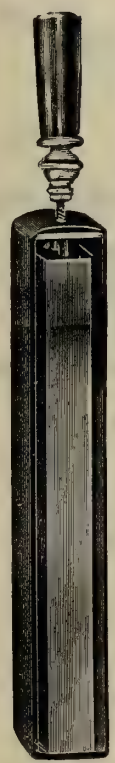
LANDERS, FRARY & CLARK, New Britain, Conn.

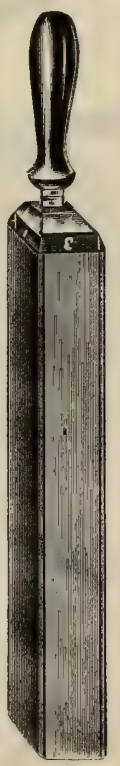
MR. RETAILER

Are You Paying Enough Attention
To This Profitable

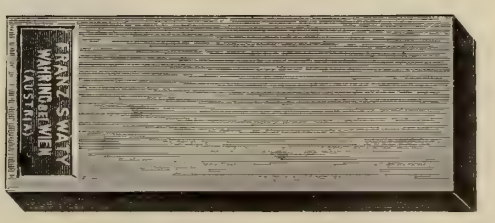
LINE OF GOODS?







Send Us
Your Mail
Orders



LEWIS BROS., LIMITED

Write Us For
Further Information

MONTREAL

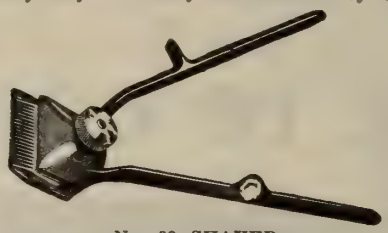
We Are
Quick Shippers

PRIEST'S HORSE and TOILET CLIPPERS

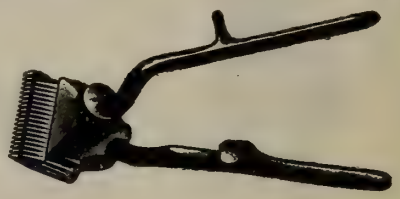
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

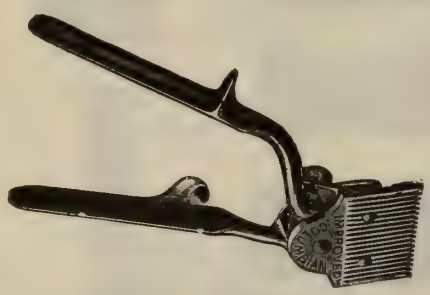
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



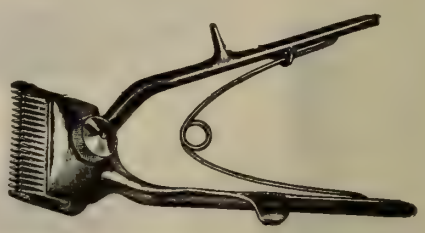
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

WHEN THE CUSTOMER READS

DU PONT

On the Shell Box

NO ARGUMENTS ARE NEEDED TO INDUCE HIM TO BUY

BY experience, or observation of others using this dependable powder, your customer has acquired a preference for this widely known powder.

SIMPLIFY YOUR STOCK

by specifying DUPONT for Smokeless loads, and DU PONT RIFLE for Black Powder in shells or bulk. Do this and tie your store to our continual and effective promotion of trapshooting. Sell the customer DU PONT LOADS. Make a quick, safe and sure sale.

For Powder booklets, Trapshooting Club helps, hangers for display, advertising aids, or any information about powders for any requirements, write Dept. 429.

E. I. DU PONT DE NEMOURS & COMPANY
Powder Makers Since 1802
WILMINGTON, DELAWARE, U.S.A.

ROYAL
TEA KETTLES

NICKEL PLATED

COMMON PIT BOTTOM

FLAT BOTTOM

From the Buying of the copper sheets to the Packing in individual cardboard boxes, ROYAL NICKEL PLATED TEA KETTLES receive in each department of the factory that Attention to Detail which results in Perfection in the finished product.

With a good line of Royal Kettles and the extra demand that every Fall brings, are you going to get your share of this business?

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

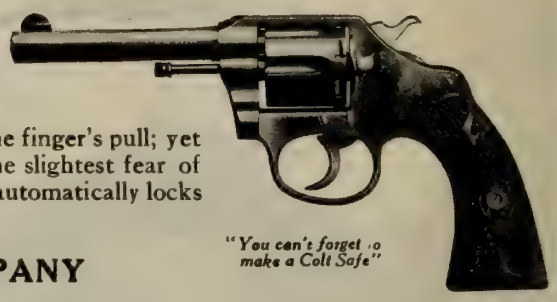
MONTREAL TORONTO WINNIPEG

DEALERS:

Below is our "Copy" running in the general magazines. If it brings an "inquiry" into your store, strengthen the selling talk by a personal demonstration of the SAFETY OF COLT REVOLVERS

Meet the Danger Moment Prepared!

Prepare against that day when, unexpectedly, you must leave your family alone over night. Then it may be that at an instant's peril will mean the **safety** of cool calculation or the danger of frantic desperation. If your wife is armed with a Colt Revolver, confidence will steady her grip against the moment's need.

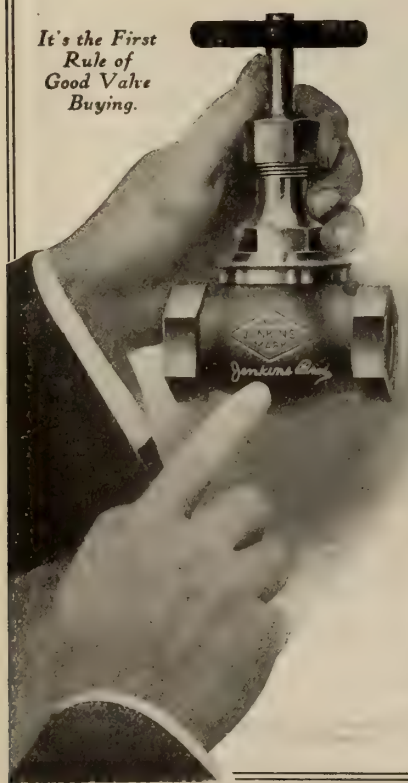


COLT REVOLVERS

are ready at an instant's call. Quick as a flash, they respond to the finger's pull; yet they can be confidently handled by gun-shy women without the slightest fear of accident, because the "Positive Lock" (found only in a COLT) automatically locks the action until the trigger is purposely pulled to fire a shot.

COLT'S PATENT FIRE ARMS COMPANY
HARTFORD, CONN., U.S.A.
or A. MACFARLANE & CO., Limited, Coristine Building, Montreal

Look for the Diamond Trade-Mark



JENKINS BROS.' Valves have a host of imitators.

It pays to insist upon getting the genuine. Because it is only with genuine Jenkins Bros.' Valves that you are sure of the service which has given these valves their reputation.

The *appearance* of Jenkins Bros.' Valves can be copied, but the *service* goes only with the original.

It is easy for you to get the genuine. Ask your dealer. And look for the Diamond Trade-Mark.

Catalogue No. 8 sent free on request.

JENKINS BROS., Limited

103 ST. REMI STREET, MONTREAL

SAMSON ROOFING

IF YOU HAVE DIFFICULTY

in pleasing your customers on Ready Roofing, SAMSON Roofing will solve the problem.

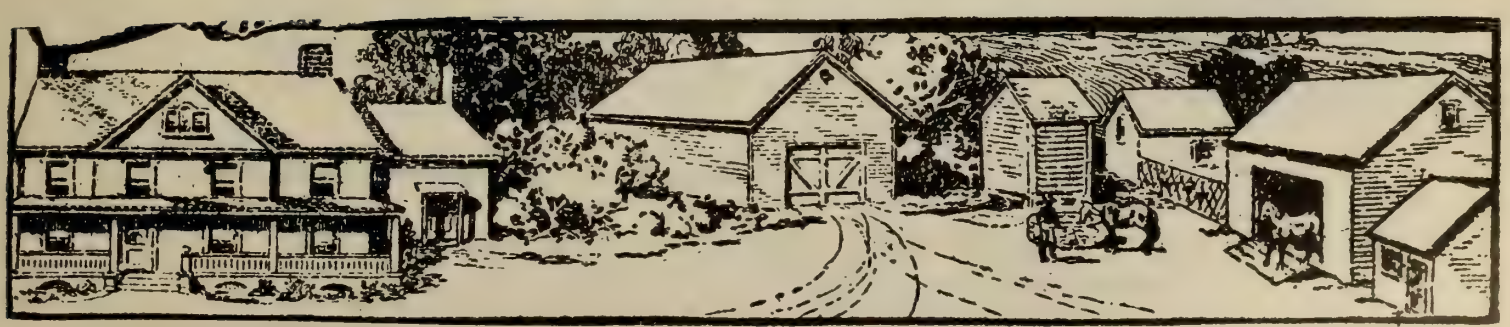
In it we have combined every excellence that can enter into the making of a successful Roofing.

Every roll is made to withstand all kinds of weather conditions.

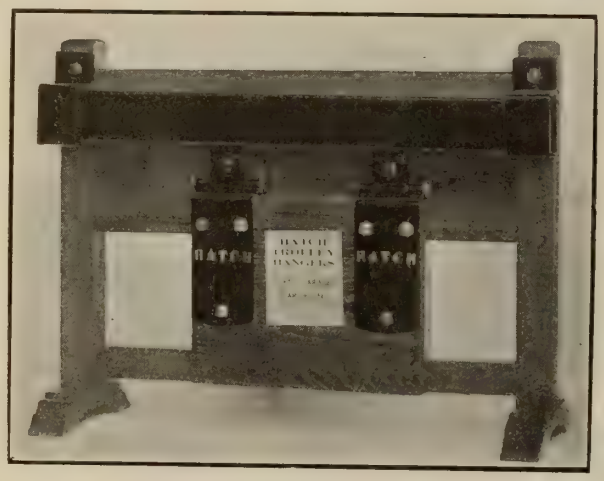
We know from experience that it will last and give the utmost satisfaction.

1, 2 and 3 PLY

H. S. HOWLAND, SONS & CO. LIMITED
WHOLESALE HARDWARE
TORONTO



Satisfied Customers



HAVE YOU A MODEL
ON YOUR COUNTER???

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

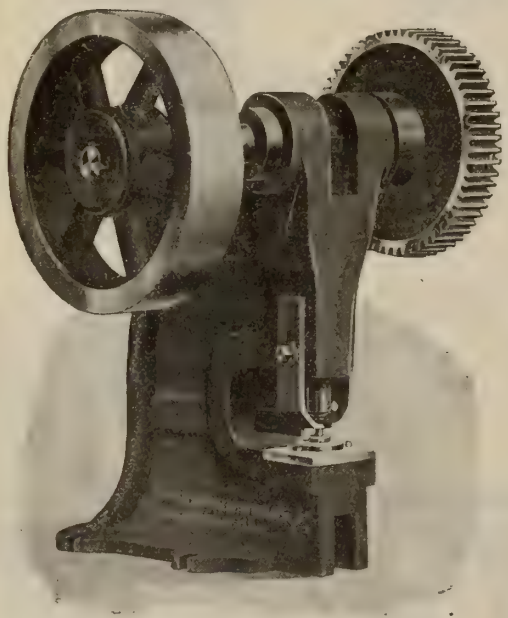
HATCH HANGER ENTHUSIASTS.

The Hangers You Will Eventually Stock.

RUSH ORDERS WILL RECEIVE PROMPT EXECUTION.

Canada Steel Goods Co., Limited, Hamilton, Canada

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

HARDWARE
FOR
SHRAPNEL, HOWITZER AND FIXED AMMUNITION CASES

which includes
BANDS

(Ready to put on Cases)

Wood Screws, Nails, Staples and Wire Handles

The Hardware is Made in Our Own Plants

We Guarantee Delivery. Prices on Application.

HAMILTON
TORONTO
VICTORIA
VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

MORE SALES MORE EASILY MADE

—that's what SELLING points like these mean.

The customer that is sold a tool which meets his every need is a customer SATISFIED—you can depend on him to come back. When you sell customers tools with the special features you can offer in MILLERS FALLS Tools, you are building for future trade as well as securing present-day substantial profits.

Now in this Millers Falls Hand Drill No. 1980 some of the special advantages you can point out are the instantaneous gear-shift, operated by the touch of a finger, without removing the drill from the hole. The simple, effective ratchet instantly adjustable to either direction, which permits work with this tool in closely cramped quarters, corners, etc. The accurately centering vise-like grip "STAR" chuck with jaw springs protected from injury. Grip handles and main handle all removable. Main handle hollow, forming a container for the drills up to the capacity of the chuck. Steel pinions and shifting device protected by being enclosed. And all built to a master-workman's standard of Quality.

Millers Falls Tools will help you secure and build up a profitable tool trade. Besides this hand drill, some of the other ready sellers are Bit Brace 772, Hack Saw Frame 1027, "STAR" Hack Blades and Bench Drill 210. Send for catalog showing complete line of over 500 tools.

MILLERS FALLS COMPANY
Millers Falls, Mass.
New York Office: 28 Warren Street

MILLERS FALLS TOOLS

MILLERS FALLS
HAND DRILL No. 1980

While at the Panama-Pacific Exposition a visit to our exhibit in Block 26, Avenue D, Manufacturers' Building, will interest you.

You can put a stop to faulty hot water systems by installing

The Knickerbocker Regulator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

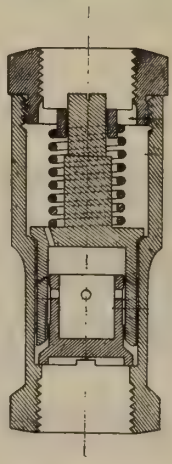
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION

Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

When writing advertisers please mention Hardware and Metal.

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches

"W & B" Wood Handle Grips. Length open 6 to 14 inches.

"W & B" STEEL Handle Grips. Length open 18 to 48 inches

These Wrenches are extra strong frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN-MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 61 YEARS

ST. CATHARINES, ONTARIO

Save the Horses

NEVERSLIP

Red Tip Calks and Shoes

A DISTINCTIVELY SUPERIOR WAY OF HORSE-SHOEING THAT IS RAPIDLY REPLACING THE OLD METHOD EVERYWHERE.

Neverslip Calks wear **sharp** with use—they last a long time, and can be replaced with a set of new ones in twenty minutes.

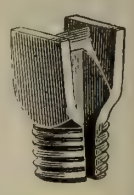
Quickly and easily adjusted. **A great saver of horses, horse-power, time, money and worry.**

Horse-shoers and Horse-owners recommend them everywhere.

ALL GENUINE NEVERSLIPS HAVE RED TIPS.

Let us tell you all the advantages of Neverslip goods—write for booklet.

No. 1



Keystone

No. 4

No. 6

The Neverslip Manufacturing Co.

U. S. Factory: New Brunswick, N. J.

Canadian Factory and Office:

559 PIUS IX AVENUE, ∴ ∴ MONTREAL

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

THE man who buys roofing from you has two things on his mind,—quality and price. The roofing must meet his demands as to quality and the price must be attractive and reasonable. But you as a Dealer are primarily concerned in the profit on that roofing—you pay for the service you render.

A roofing that meets the consumer on quality, the dealer on profit—and both on price—J-M REGAL

The manufacturer should take care of both these demands—consumer and dealer.

And this is just what the Johns-Manville Co. has done with J-M Regal Roofing.

Just the best Rubber Type Roofing possible, so perfected in manufacture and distribution that you can sell it fast, sell it at a profit and at a reasonable price.

When you handle J-M Regal you will realize the wisdom of handling a national product of a National Service Institution.

The Canadian H. W. Johns-Manville Co. LIMITED

Toronto Montreal Winnipeg Vancouver

214

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

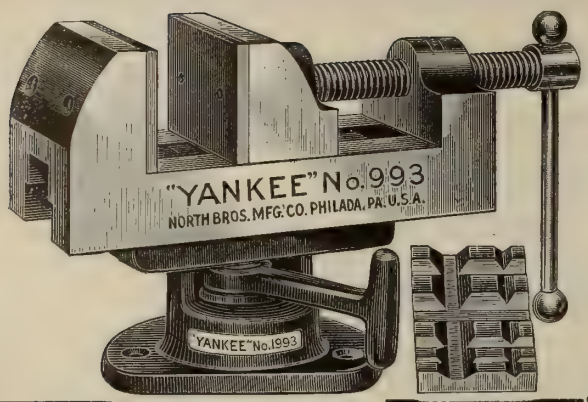
Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

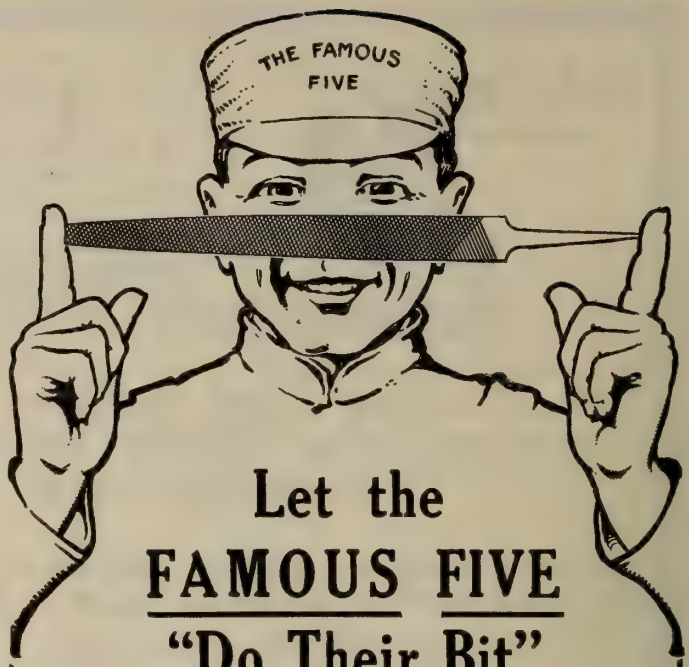
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



Let the FAMOUS FIVE "Do Their Bit" For You

The "Famous Five" can't build up a ruined business. Nor can they pay ALL the "over-head" of an up-to-date store.

But—they will pay you a NET yearly profit, unexcelled on any other line.

They will "do their bit"—and a good bit more—to make your store a source of perpetual profit.

They can be stocked in small quantities—and yet meet every demand of your trade.

They can be turned over rapidly — many times yearly—and yield a handsome profit every "turn."

They can be sold with the absolute assurance of QUALITY—uniform in every file.

They can be put in with the satisfying knowledge that no one can beat you on price.

And they can be most profitably pushed with the aid of our consistent advertising — to teach the **Economy** of **Using More Files.**

For small stocks—quick sales—trade-winning QUALITY—and more net profit from Files —concentrate on one of the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

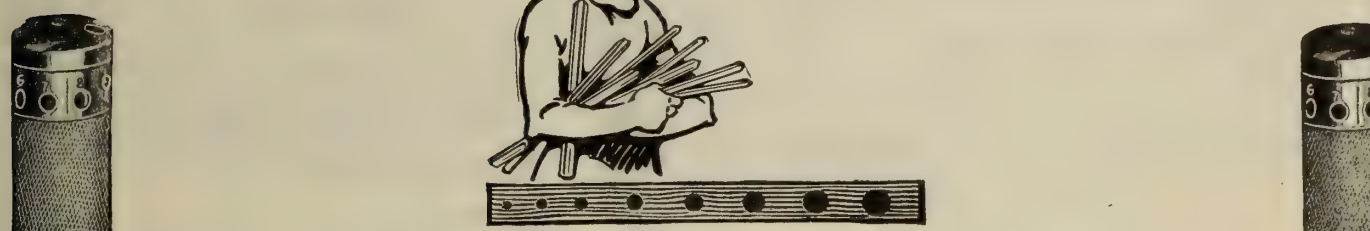
(Made in Canada)

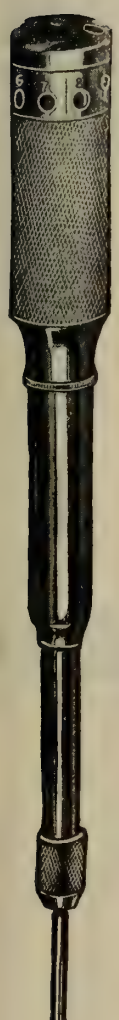
NICHOLSON FILE COMPANY

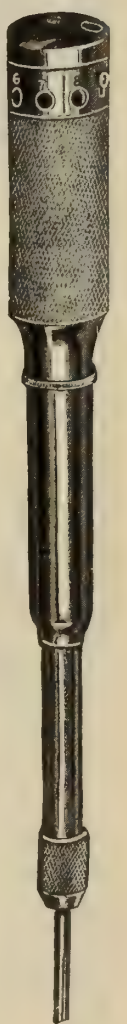
Port Hope ***Jobbers Everywhere*** **Ontario**

GOODELL-PRATT

1500 GOOD TOOLS







Mr. Punch

You Push—He Twists

How many calls have you had for Mr. Punch? Perhaps you have not had many. Are you sure it isn't your own fault? Have you Mr. Punch in stock? Have you a Mr. Punch showcard in your window and another on your counter? Have you a Mr. Punch counter demonstrator? Have you put a small advertisement in your local paper stating that you have Mr. Punch for sale?

You have read about Mr. Punch. Your customers have read about Mr. Punch. Some of them would like to buy Mr. Punch. Do they know that you keep him in your store? We have created a demand for Mr. Punch. What more can we do? Isn't it up to you to do the rest? You buy Mr. Punch. We will give you the show cards, the counter demonstrator, booklets and electrotypes, or complete newspaper advertisements for your use.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

When in a Hurry, Order from Us

Eavetrough, Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, Etc., and Corrugated Iron

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

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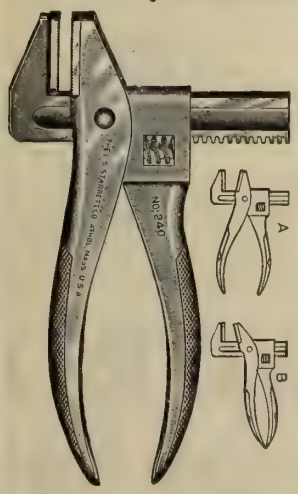

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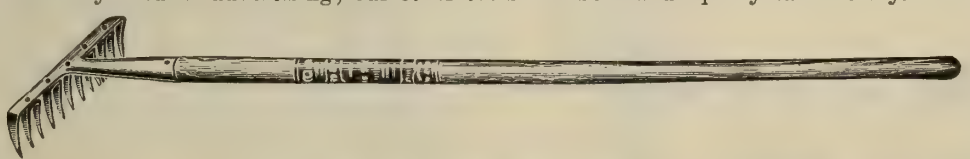

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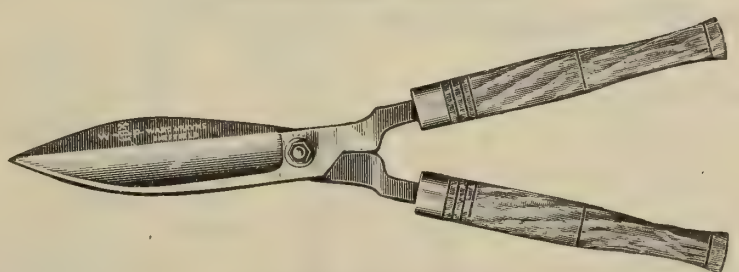

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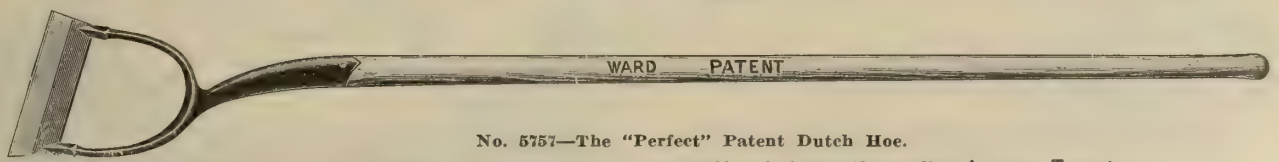

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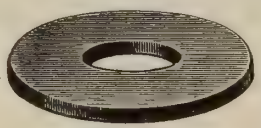

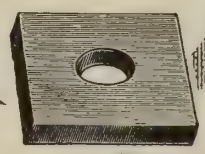

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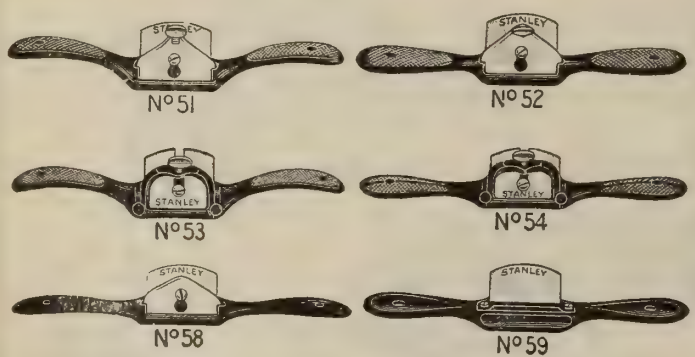

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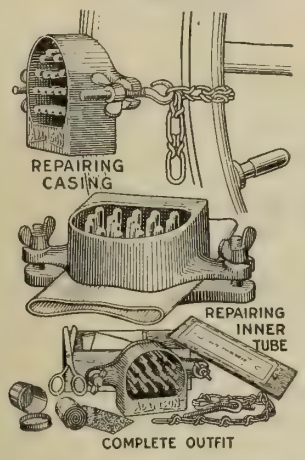

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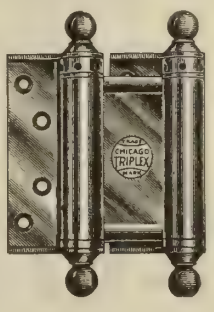

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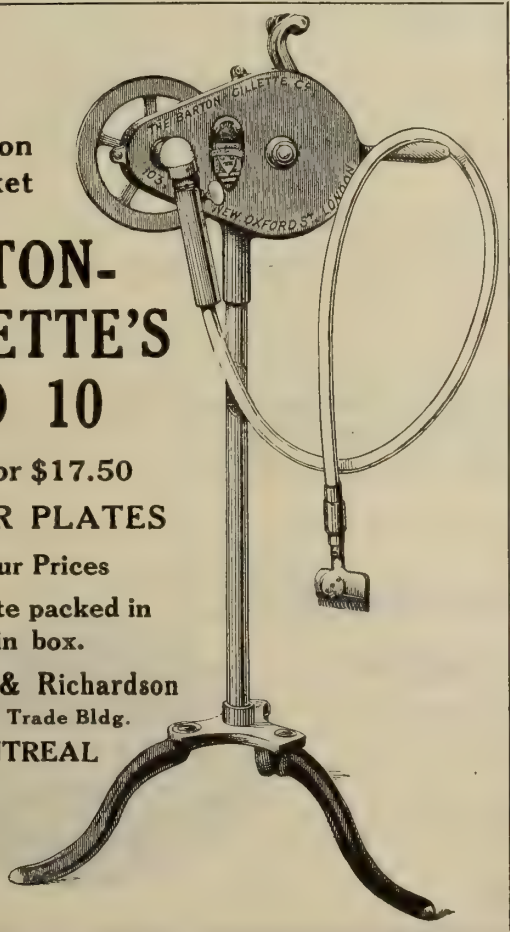

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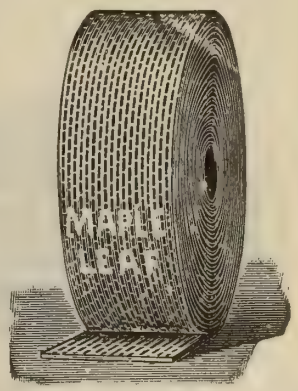

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 2, 1915. No. 40

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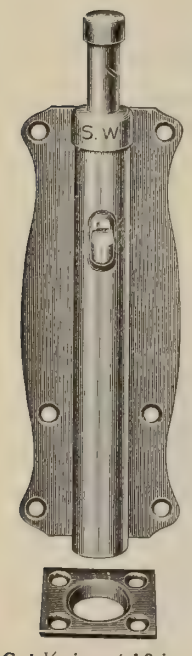

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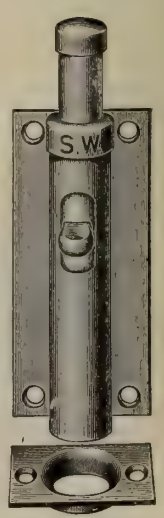

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HARDWARE AND METAL

Established 1888. TORONTO, OCTOBER 2, 1915 Vol. 27. No 40

JOSEPH W. DOWLING
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Past President

JAMES HARDY
Secretary

Optimism the Keynote of Banquet

Canadian Wholesalers Hold Their Annual Dinner — Leaders of Canadian Hardware Trade Have Confidence in Future—Sympathy of United States Expressed by American Manufacturer — Methods of Government Depts. Criticized

ONE of the most enjoyable functions of the year among Canadian business men has always been the Annual Banquet tendered by the Canadian Wholesale Hardware Association to the hardware manufacturers and trade press of the country. It may be safely said, however, that this year's banquet, held in the King Edward Hotel, Toronto, Tuesday evening of this week, set an absolutely new standard. President Williamson had excelled himself in planning the details of the banquet, and the hundred guests were treated at every turn with some enjoyable surprise, all of which contributed to make this dinner a record-breaker.

On being ushered into the banqueting hall, the guests were at once introduced to one of the unique features of the banquet in the arrangement of the tables in the shape of a horseshoe. The effect was very handsome indeed, and it also contributed very materially to the good fellowship of the occasion, as it brought the guests more closely together than perhaps any other arrangement could have done.

At each table was a song sheet containing the words of over thirty patriotic and popular songs, a very handsomely gotten up menu card with the flags of Great Britain and Canada crossed on the front cover, and as a special thought of President Williamson, a sprig of heather and a badge containing a composite flag made up of the flags of all the allied nations, with the words, "United We Stand." The heather was the first intimation to the guests of the decidedly Scotch atmosphere which was to permeate the whole proceedings.

OFFICERS OF CANADIAN WHOLESALE HARDWARE ASSOCIATION

The newly elected officers of the Canadian Wholesale Hardware Association are as follows: President, Joseph W. Dowling, of Caverhill, Learmont & Co., Montreal; Vice-President, Samuel R. Kennedy, of Kennedy Hardware Co., Toronto; Executive Committee, Geo. C. Davis, of Frothingham & Workman, Ltd., Montreal; H. Edmund Dupre, of Chinic Hardware Co., Quebec, Que.; Norman Howden, of D. H. Howden & Co., London, Ont.; Robert Starke, of Starke, Seybold & Co., Montreal; Thos. M. Birkett, Jr., of Thos. Birkett & Sons, Ottawa; Secretary, James Hardy, Toronto.

The menu, was even a little better than usual, which is saying a great deal, and when hunger had been appeased, the president rose to propose the toast of "The King," which was drunk with fervor.

President Williamson then extended his welcome to the many guests present at the banquet, after which the veteran Secretary, James Hardy, read the telegrams and letters of regret from many prominent friends of the Canadian Wholesale Hardware Association who were unavoidably absent.

The toast of the evening, "Canada," was then proposed and was coupled with the name of Richard Blain, M.P., Brampton, Ont., President Williamson emphasizing the fact that it had not been necesary to go outside the hardware

trade to secure the speaker of the evening. Mr. Blain opened by saying that when he, a retail hardwareman, found himself among a gathering of wholesalers and manufacturers of hardware, he felt very keenly the distinction between the city and the country but was encouraged to know that most of the successful business around the table, had come from the country to the city and had made good largely on account of their country training. He had found that there were big men and honest men in the hardware business. The men behind the great commercial concerns of the day are anxious to do what is right between buyer and seller. Mr. Blain said that he believed in men of similar interest coming together and comparing notes in some such way as they do at the annual convention of the Canadian Wholesale Hardware Association as it helps them all to realize that as hardware men they are all much the same in their ambitions and ideals.

"Let us see to it," said Mr. Blain, "that we bring the very best we have into the hardware trade. In bringing young men into the wholesale or retail houses to learn the wholesale or retail hardware business, let us see to it that they have the proper education as a

CYRUS BIRGE
of Steel Co., Canada

groundwork to fit them for the positions which they will fill in the future of our trade. To-day, you wholesalers are sending out catalogues which were unknown in other days. The catalogues now take the place of the trunks, and it is all the more important that there should be a higher stamp of education among those who are brought into the trade."

Mr. Blain referred to the great chasm which had unfortunately grown up between agricultural and manufacturing interests. He thought that every effort

GEO. C. DAVIS
of Frothingham & Workman, Montreal

should be put forth to make the agricultural interests more familiar with the big business men of the country and he suggested that representative agriculturists should be invited to attend such banquets as that of the Canadian Wholesale Hardware Association.

Referring more particularly to Canada, Mr. Blain declared that in the long years of peace which followed Confederation, the people of Canada had shown themselves a great and progressive people. During the past 12 months they have also shown themselves great in war. As for those who stay at home, the dull times which have resulted from the war will really be a help to us as they compel us to struggle and to develop the best that is in us. The breaking out of this war, said Mr. Blain, brought a new lesson of how dependent we are on other nations. As a Britisher, he could not help but feel shame on account of the fact that many of the most essential ingredients required for the manufacture of munitions had formerly been procured from Germany, instead of being developed in our own Empire. There was much to be said against buying in the cheapest markets and selling in the dearest. "We have German goods on our shelves," declared the speaker, "and we have them yet. The war has taught us that our duty as Canadian people, in war or peace, is to see that our requirements shall be grown or manufactured in our own Canada, and if that is not feasible, then at least, within the British Empire." In closing, Mr. Blain referred to President Williamson's introduction of him as a politician. "I am not a politician," said he, with a sly glance at the chair, "but I have faith in your President after a while."

The next toast proposed was that of "Our Guests." Cyrus Birge in being introduced to respond to the toast wes referred to as being a famous manufacturer of screws and the pioneer of the screw industry in Canada, now a prominent officer of the Steel Company of Canada.

Mr. Birge stated that he did not come among the jobbers as a total stranger, as he had spent many pleasant and unpleasant times with them. Referring to business conditions, Mr. Birge briefly reviewed the strenuous year and a half which we have passed through, emphasizing the fact that prices have been low, but that to-day the price of steel all over America has advanced very materially. "You jobbers," said he, "are very fond of prompt delivery, but you must be warned that prompt delivery will be more difficult in the future, and, in fact, it is impossible even now to get some products in less than six months after placing orders." Mr. Birge stated that he was an optimist and that the future looked very bright to him. He referred to the statement of Judge Gary of the United States Steel Corporation, who was of the opinion that America would experience the greatest prosperity in its history after the conclusion of the war. It had been the experience in Canada that when business was booming in the United States, the boom was also reflected in this country, and it was for this reason that Mr. Birge felt more optimistic as to the future of the Dominion.

J. C. Chaplin of the Welland Vale

JAS. A. HOSSACK
of the Lufkin Rule Co.

Mfg. Co., St. Catharines, was then called upon and spoke of the satisfaction it afforded him to be present at this pleasant dinner after the drilling he had gone through in the morning session. He was pleased to hear the optimistic opinion of Mr. Birge which reflected his own impression.

C. W. Asbury, of the Enterprise Mfg. Co., Philadelphia, and a former

president of the American Hardware Manufacturers' Association, was received with enthusiasm. He said that he had been frequently asked since coming to Canada about the condition of business in the United States, and he could truthfully say that he thought it was headed in the right direction. Although business interests have been subjected in the past year to a strain unprecedented, and those who had had extensive export trade had suffered in particular, he thought that present conditions pointed to a material improvement.

Mr. Asbury referred to Mr. Blain's remark regarding the chasm which had been fixed between the agricultural interest on the one side and the merchants and manufacturers on the other. Efforts had been made by a certain section of the United States press to create a separation of classes. The numerous articles which were published on what was called "Frenzied Finance" were destructive of confidence. The farmers of the West and the planters of the South became suspicious of the big business interests of the country. Nothing, he declared, could be more reprehensible. "We need unity of thought and deed," he said. "When you rob the nation of the incentive of individual initiative, you destroy the best we have."

A year ago, at the Wholesalers' banquet at Montreal, Mr. Asbury had spoken only briefly about the position of the United States in the war, because of the strict neutrality which had been enjoined upon the citizens of his country. "Now," said he, "I feel that I can speak more freely than a year ago. Large contracts have been placed with our manufacturers by the allies and our factories are being run 24 hours a day and seven days a week without any holiday. This is not being done for profit alone. We are glad to do it, because our sympathy as a nation is with you in your conflict. The United States has been stirred to the depths by two words—Belgium and Lusitania."

Mr. Asbury told of a visit which he paid to France in February and March of this year. He found the people of France determined to see a glorious end to the war. Tremendous sacrifices were being made by all the people, and any politician proposing a dishonorable peace could not last ten minutes. "There are some things worse than war," said Mr. Asbury, "and one of them is the sacrifice of national honor."

Lieut.-Col. J. B. Maclean, publisher of Hardware and Metal, was introduced by President Williamson as a soldier, and one who had a message which he wanted carried to Garcia. Col. Maclean expressed his pleasure at hearing the words of Mr. Asbury, and mentioned that if it had not been for the United States Ambassador to Germany he would probably now be a prisoner in Bohemia. We in Canada had sometimes felt that the politicians in the United States had not treated us well, but all differences have been adjusted. Col. Maclean spoke at some length on conditions in trade, the outlook for the future, and what we must do to ensure future prosperity of the country. His remarks will be found elsewhere in this issue.

Arthur Hatch, of the Canada Steel Goods Co., Hamilton, had some good new stories to tell, and then pointed out to the wholesalers in all seriousness that they had a responsibility to the people in this country to supply the merchandise that would keep the country going. Steel is going up, and it was necessary for the jobbers to anticipate their requirements now, so as to make sure that they will be able to supply the demands of the country in the immediate future.

The toast "Our Association" was responded to by Jos. Dowling, of Caverhill, Learmont & Co., Montreal, the newly-elected president of the association. He referred to the great benefit which the association had been to the trade and to the business interests of Canada in general. Because no two men have the same thought and ideas, business men are liable to have unfortunate misunderstandings unless they can get together and become better acquainted with each other.

In proposing the toast of "Our Sister Association," President Williamson regretted the fact that both President C. W. Conn and Secretary W. F. Macpherson, of the Ontario Retail Hardware & Stove Dealers' Association, were unable to attend the banquet. There was an officer of the Canadian Hardware Manufacturers' Exhibitors' Association whom he asked to respond for that association, not with a speech, but with a recitation from Drummond.

J. A. Hossack, sales manager of the Lufkin Rule Co., and vice-president of the Canadian Hardware Manufacturers' Exhibitors' Association, then recited "Napoleon Dore" in his usual splendid style. When he was finished, everyone was ready to admit the truth of President Williamson's statement that Mr. Hossack can recite Drummond better than any other man in Canada.

F. M. Tobin, secretary of the Canadian Hardware Manufacturers' Exhibitors' Association, was also called on, and made a neat little patriotic speech, on the conclusion of which President Williamson announced that Mr. Tobin had a son fighting for his country with the first Canadian contingent.

After the toast of "The Ladies" had been fitly responded to by Thos. Birkett, of Ottawa, Cyrus Birge proposed "Our Hosts," coupled with the name of T. B. Williamson, who had so ably fulfilled the duties of president of the association in the past year, and especially those of toastmaster at the banquet.

Mr. Williamson, in replying, said that there had been a question about holding the banquet at this year's convention, but the recent victories of the allies had enabled them to hold it under the most glorious circumstances, and had justified the association's decision to continue this feature of their annual convention.

The banquet was brought to a close by the guests standing and singing Auld Lang Syne in the traditional style, followed by "God Save the King."

That the many unique features introduced into this year's banquet by President Williamson were appreciated was shown by the congratulations which were showered on him by the guests as they left the banquet hall. The following guests were present at the dinner:

S. H. Alexander, Wood, Vallance & Co., Hamilton; C. W. Asbury, Enterprise Mfg. Co., Philadelphia; Chas. L. Bailey, Jessop Steel Co., Toronto; Geo. B. Ball, A. C. Leslie & Co., Toronto; C. A. Birge, Steel Company of Canada, Hamilton; H. J. Badden, Jenkins & Hardy, Toronto; Thos. Birkett, Jr., Thos. Birkett & Sons, Ottawa; Geo. Boyd, Steel Co. of Canada, Montreal; J. D. Brown, Drummond, McCall Co., Toronto; R. Blain, M.P., Brampton; F. C. Brunke, U. S. Steel Products Co., Toronto; J. D. Chaplin, Welland Vale Mfg. Co., St. Catharines; Geo. A. Childs, U. S. Steel Products Co., Montreal; W. L. Cummer, Cummer-Dowswell, Hamilton; Hy. Clucas, Canada Paint Co., Toronto; S. Y. Dingee, Henry Disston & Sons, Toronto; Geo. M. Dunk, Dominion Cartridge Co., Toronto; J. Dowling, Caverhill, Learmont & Co., Montreal; A. Donald, Canada Wire & Iron Goods Co., Hamilton; J. Eatough, Dominion Tack Co., Galt; W. L. Edmonds, Commercial Press, Toronto; D. H. Foster, H. S. Howland, Sons & Co., Toronto; C. H. Fleming, Capewell Horse Nail Co., Toronto; E. B. Fielding, Parmenter & Bulloch, Toronto; A. E. Gilverson, Rice Lewis & Sons, Toronto; H. B. Greening, B. Greening Wire Co., Hamilton; D. F. Griffiths, B. Greening Wire Co., Hamilton; J. Hardy, Jenkins & Hardy, Toronto; J. H. Hanson, Hanson, Tilley & Co., Montreal; A. F. Hatch, Canada Steel Goods Co., Hamilton; T. Hodgson, Steel Co. of Canada, Toronto; J. A. Hossack, Lufkin Rule Co., Toronto; H. P. Hubbard, E. C. Atkins & Co., Hamilton; Geo. Hunter, Canadian Tube & Iron Co., Toronto; N. Howden, D. S. Howden & Co., London; A. H. Hough, Canadian Tube & Iron Co., Montreal; C. E. Harrison, Steel Co. of Canada, Hamilton; M. F. Irwin, McClary Mfg. Co., Toronto; A. Jeanotte, L. H. Hebert & Co., Montreal; P. O. King, Kennedy Hdwe. Co., Toronto; C. G. Knott, Steel Co. of Canada, Toronto; J. Kinsman, North Bros. Mfg. Co., Philadelphia; W. J. Lawson, Rice Lewis & Sons, Toronto; J. G. Lorriman, Hardware and Metal, Toronto; W. H. Lamont, H. S. Howland, Sons & Co., Toronto; Lt.-Col. J. B. MacLean, MacLean Publishing Co., Toronto; L. McGlashan, McGlashan, Clarke Co., Niagara Falls; C. G. McGhie, Welland Vale Mfg. Co., St. Catharines; J. C. Notman, McKinnon Dash Co., St. Catharines; W. W. Near, Page, Hersey & Co., Toronto; A. Prudhomme, A. Prudhomme & Fils, Montreal; H. Rooke, Page, Hersey & Co., Toronto; J. H. Ross, Remington Arms U.M.C., Windsor; W. A. Rowland, Steel Co. of Canada, Toronto; C. E. Screaton, H. S. Howland, Sons & Co., Toronto; W. C. Springer, Springer Lock Co., Belleville; W. Starke, Starke, Seybold Hdwe. Co., Montreal; J. Stevely, Columbia Handle Mfg. Co., London; W. B. Stewart, Hamilton Cotton Co., Toronto; Geo. Spence, Steel Co. of Canada, Hamilton; H. S. Spedding, Capewell Horse Nail Co., Montreal; Adam Taylor, Taylor & Forbes Co., Guelph; A. W. Taylor, Parmenter & Bulloch, Gananoque; E. M. Thurber, Nicholson File Co., Port Hope, Ont.; F. M. Tobin, Tobin Arms Co., Woodstock; W. E. Vallance, Wood, Vallance Co., Hamilton; L. N. Vanstone, Vanstone, Reade Co., Toronto; C. A. Whitwam, Hobbs Hdwe. Co., London; T. B. Williamson, H. S. Howland, Sons & Co., Toronto; N. Wylie, Sheet Metal Products Co., Toronto; Weston Wrigley, H. Gagnier, Ltd.; J. H. Webber, Steel Co. of Canada, Toronto; W. R. Yendall, Richards-Wilcox Canadian Co., London.

What Must We Do to Insure Prosperity?

An Address Delivered by Lt.-Col. J. B. Maclean, Publisher of Hardware and Metal, at the Annual Banquet of The Canadian Wholesale Hardware Association

THE immediate outlook for business in Canada is more promising than it has been for several years, but the more distant prospect is causing much anxiety to those who have invested all their life savings in Canadian industry. And, this means practically every business man, and, particularly, every manufacturer. Very few have been able to withdraw their profits and put them into endowment insurance, bonds and mortgages and similar investments to take them through times of depression. On the other hand, nearly all have had to put not only their profits but pledge their credit for money, for business developments and extensions to keep up with the abnormal demands due to the recent growth of the country.

I am constantly asked by business men, investors and others interested in Canada:—What of the future? Will times be good or bad after the war?

It is difficult for anyone to say. I was in Berlin when the war began, and discussed with the director of one of the greatest German banks—one of the ablest bankers in Europe—the whole situation as it would affect the world's business and financial conditions. He was undoubtedly prepared for a long war, but, of these conditions after the war he said no man can tell. The only possible basis on which to work, he said, was the period of the Franco-Prussian war, but everything now was, and, after the war, would be so different that deductions were interesting but useless.

Some months ago I asked Colonel Denison what the war history of the world showed. No man here as you know stands higher in his knowledge in this respect but particularly in his capacity to grasp the real results and lessons of history. Running rapidly over the great wars from the earliest times he showed me that, no matter how weakened in men and materials by years of war, the winning nations at once entered upon long periods of tremendous prosperity, sometimes extending over a century.

A study of the general situation, and of local conditions in countries that compete with us, leads to the conclusion that Canada is the country that is most ready, and therefore, has a greater opportunity than any other country in the world to benefit by the war. I want to lay emphasis on the word "opportunity." Large areas of rich farming, lumbering, mining and fishing have just been opened by railways, and the population to work and the money to develop these resources are in sight. The war will realize millions of soldiers and munition factory workers to whom Canada is favorably known and who would like to settle here; and, we are next door to the people who will have more money for investment than any country in the world, and who would rather put it into Canadian development than anywhere outside their own boundaries.

But whether we will be prosperous or not; whether times will be good or bad in the next twenty-five years will depend very much upon whether we will organize ourselves to grasp these two opportunities.

The matter will be settled in the next few months or at most in a year or so, and the responsibility centres on one man, Sir Robert Borden, who in his capacity as Prime Minister is General Manager of Canadian business. If Sir Robert Borden gets about him the right men to organize, direct and do the work of building up Canada, we can be made the most progressive and prosperous corner of a world, that will, for a great many years, be far from prosperous. If he does not, the population and wealth will go to our greatest competitors, the South American nations, which for some years have had a public service better equipped and more efficiently directed than ours; and which since the outbreak of the war, have tremendously increased their efforts to secure money and emigrants. Conventions in this connection have been recently held in Washington and New York, and branch banks from the United States have been established in these Southern Republics. Even before the war began 200,000 Russians of the best class were arranging to take up Canadian farms—the beginning of a great movement, it is said. They preferred Canada, but they were finally turned to South America, by the more intelligent work of Spanish-American officials. The latter were appointed because of their capacity to do the work, while the Canadian Department of Immigration is overmanned with officials whose only recommendation was the assistance given in some election contest.

Settlers and production mean prosperity to all Canada, but they are of direct and very vital importance to the hardware and metal industry. If we do not get settlers many departments in this industry will have smokeless chimneys and idle workers. I need only mention the stove industry. These manufacturers have passed into, through and out of a period of great prosperity in the last 20 years. That period coincided exactly with the successful administration of our Immigration Department. Statistics show, under incompetent management, a steady falling off in settlers until in 1896 we got only 16,835. In that year one of the ablest men in public life became our Minister of Immigration. He was a good organizer and executive. The story of his work is an object lesson to business men and particularly sales managers. Under his direction the very best type of settler began to pour in. In his first year, 1897, they increased to 21,716, and from that the arrivals climbed steadily to 402,432 in 1912. Under him our Immigration Department was a highly efficient business organization. With his retirement it has relapsed into a political refuge. The greatest question before Canadian business men and their workers now is the putting of our immigration work in the hands of some great executive who will build up an organization that will secure for us our full measure of settlers from the United States now and from among our Allies after the war is over. He should have the power, regardless of party politics, to secure, without regard to salary, the men whose ability, energy and knowledge of the country best fits them for filling the various positions. We can never get the best results while one party or the other, when in power, appoints men as immigration agents in recognition of party service, who are no more suited to the job than they would be to the pulpit or the bench.

LIEUT.-COL J. B. MACLEAN, Publisher Hardware and Metal

Our Immigration Department to-day is rotten and the same conditions exist in our other Departments which vitally affect the prosperity of the country—in our Department of Trade, our Department of Labor and our Department of Agriculture to a lesser extent. In our Department of Trade we have in Sir George Foster one of the best speakers in public life. He is a credit to his constituency. I vote for him, help him financially in his campaign, and hope to see him re-elected. On the lecture platform I believe he would crowd the houses and could easily earn $10,000 to $15,000 a year, but, as Minister of Trade, he is filling a Sales Manager's place, and as a salesman no one here would pay him $10 a week. There is no man in the Government more anxious to serve his country. And the same may be said of his colleagues, but the fact is they do not know how.

When I returned a year ago from Europe, where I had been going annually for the purpose of studying business and financial conditions, I was shocked to find that Canadian manufacturers were getting few British war orders, and our factories were idle, while millions of dollars had been placed in the States. The British buyer would give Canada the preference, but it is a fact that they were not aware that certain products in which we excel were made in Canada.

I at once began a campaign in The Financial Post, in which I was supported by the various business and technical papers, for the purpose of awakening our Government and the manufacturers themselves to what we were losing..

One of the colleagues of the Minister of Trade and Commerce came to me to argue that it was no part of the duty of the Minister of Trade to secure orders for Canadian manufacturers. After discussing it for some time he realized that the Minister of Trade had an entirely wrong conception of his duties, and shortly after the Government made the following official announcement:

> "The Department of Trade and Commerce is now, for the first time, taking cognizance of, and assisting in every possible manner the Made-in-Canada movement. In the past it was felt that the Department, while always ready and anxious to assist in every possible way Canadian manufacturers and producers to increase their business at home and abroad, it was impossible officially to recognize the Made-in-Canada campaign. However, conditions have changed to-day, etc."

If a Department of Trade and Commerce was not established for the purpose of developing and promoting the sale of Canadian products, what was it for? From a remark made by a former Minister, there is reason to believe they are more interested in imports than exports.

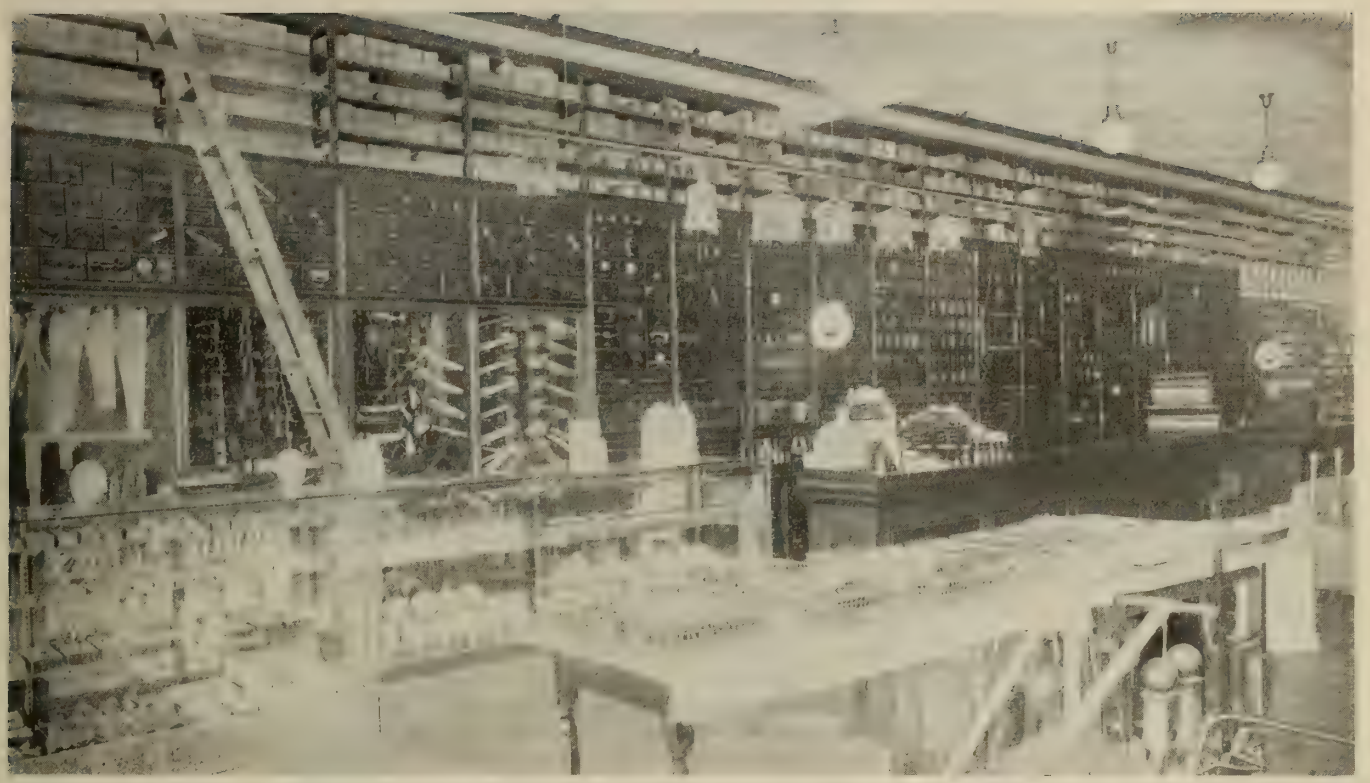
I think you will all agree with me in saying that our system of selecting Cabinet Ministers is all wrong. Germany has made her great successes in business and war because the Kaiser had the power and capacity to gather about him the great business leaders of the Empire.

We ought in this emergency to adopt the same policy and make it permanent when the emergency has passed. No personal considerations or party affiliations should be allowed at this time to influence us or prevent us from organizing to get the best out of an immediate future that will be mighty gloomy if we do not.

It depends very much upon the Ministers of Trade, Agriculture, Labor and Immigration whether you will be able to keep your stores and factories running in the future to their average capacity; whether you will be able to hold your present employees; whether you will be able to pay dividends. It all comes back to whether Sir Robert Borden will break away from system and tradition and secure, particularly for our Immigration and other Departments, the best men in the country.

Can we get them? I believe our big business specialists—the men at the head of our great industries would sacrifice themselves and "do their bit" just as our brave soldiers at the front are doing theirs. To attain these positions these big men must have had the qualities we need in this emergency: imagination to plan and organize the great resources at their disposal; energy to get things done, and done quickly, and a capacity to get about them and train men. They are not talkers, they are workers. They do things and get things done.

Knowing how well Sir Robert has conducted the affairs of the nation so far, it is but natural to believe that he would gladly take advantage of any opportunity or excuse to strengthen his cabinet, feeling, as he must, how great is his responsibility for the future of Canada.



Front, north side of interior of the Manville Hardware Co. store, Prince Albert, Sask.

Modern Equipment in Western Store

Manville Hardware Co., Prince Albert, Sask., Burned Out Last Year, Equip New Store With Modern Fixtures — How Stock is Arranged—Abundance of Display Space

ONE day last year the splendid store of the Manville Hardware Co., Prince Albert, Sask., was destroyed by fire. Undaunted by the misfortune, the firm immediately laid plans for reconstructing the building, and within a comparatively short time were again doing business at the old stand.

Three accompanying views will give the reader a good idea of the interior arrangement of the fixtures and stock. The wall fixtures, silent salesmen and special display fixtures have been designed not only with a view to effective display, but also more effective salesmanship.

This store is a testimonial to the fact that equipment contributes in a large measure to general efficiency, and that a merchant's business from that point of view is entitled to the best that he can possibly afford. The Manville Hardware Co. store is about 100 feet in length by 50 feet wide. The store is situated on a corner and has a side entrance. Two excellent show windows have been provided in the 50-foot frontage, with an entrance between the two windows. On the front, north side of the store, as shown in one of the accompanying views, the wall fixture is 71 feet in length equipped with glass front cases, shelf boxes, drawers, and open shelving at the top for storing surplus stock. This exceptionally long fixture presents a splendid appearance.

In the glass-fronted cases are shown attractive displays of tools, including saws, squares, braces, draw-knives, hammers, planes, etc.

Hundreds of hardware lines are attractively sampled on the fronts of the shelf-boxes. Some of the articles shown on the front of the boxes in the accompanying view are tower bolts, hat and coat hooks, pliers, screw drivers, drills, auger bits, centre bits, nail sets, punches, butts, plated and unplated; chisels, files, meat hooks, awning pulleys, and hundreds of other articles.

In the open shelving, above the shelf boxes, packages containing the surplus stock are neatly arranged.

The upper shelves are reached by portable ladders, two of which are used on the north side. In front of the wall cases, near the store entrance, are two handsome, marble-base silent salesmen, used for displaying cutlery, silverplated ware, alarm clocks, etc.

To the rear of the silent salesmen are two 16-foot counters finished to harmonize with the wall fixtures. The counters in the general hardware section are equipped with special removable nail bins, each of 1 keg capacity, and easily adjustable for filling.

All the marble-base silent salesmen are electrically lighted. The bottom sections of the wall cases are fitted with roomy drawers, each equipped with a heavy brass handle.

On the south side of the store, forty-two feet of deep shelving has been provided for displaying enameled ware, tinware, aluminum ware, japanned wares, and various lines of household hardware.

On this side of the store such lines as stoves, wringers, refrigerators, etc., are displayed. There is also a special glass fronted case (not shown in the photograph) for displaying bath room fixtures.

The central arrangement consists of

three 8-foot glass cases (not shown in photographs) for displaying cutlery and silverware. There are also several tables on which are placed displays of various lines of seasonable goods. Two of the tables have been equipped with wire baskets and trays, in which various lines of kitchen and household hardware are displayed.

In the sporting goods department located about halfway back in the store; a special display case has been provided for displaying guns and rifles. The case is so constructed that both sides can be used for storage and display purposes.

A silent salesman is also used in this department for displaying various lines of sporting goods such as baseball, football and tennis supplies, electrical specialties, hunters' supplies, etc.

Stoves and ranges are displayed near the rear of the store.

Special provision has been made at the rear of the main store interior for storing pipe fittings and other lines of heavy goods.

The paint department is also located towards the rear. A partial view of the department is shown in one of the accompanying views. A large battery of self-measuring pumps is used for drawing oil, turpentine, etc., from tanks located in the basement. The basement is reached by a stairway from the main store interior. The office at the rear, is shown in one of the accompanying views. The store is electrically lighted.

View in paint department of Manville Hardware Co. showing battery of oil pumps.

Drop lights from the ceiling being used for this purpose.

Fire extinguishers are placed at convenient points throughout the store.

The accompanying views although showing only a portion of this modernly-equipped store, will serve to show the reader, how the company has endeavored to equip the store, in such a manner that all goods are effectively displayed and are within easy reach of salesmen and customers.

Prince Albert, Sask., where the store is located is on the North Saskatchewan River, 542 miles northwest of Winnipeg, and about 80 miles north of Saskatoon. The population is in the neighborhood of 12,000, and the city is in the centre of a rich mixed farming district, noted for stock-raising. Prince Albert is the centre of the Judicial District, has provincial jail and penitentiary, lands office, customs office for district, and headquarters of the Royal North-West Mounted Police for central and northern Saskatchewan. It is a picturesque city occupying fine natural townsites with boating, bathing, fishing, shooting, natural parks, etc.

View of front south side of interior of Manville Hardware Co. store, Prince Albert, Sask.

Taking a Chance With Dynamite

St. Bazile, Que., Merchant Saw Need of it to Remove Boulders and Gave a Demonstration—Sales Jumped to 3,000 lbs. Annually—Preparing for Automobile Accessory Business

THERE'S a town in the Province of Quebec called after Saint Bazile. Whether there is more than one saint of that name is not of vital importance to the hardware trade, but we will note in passing that this particular place is recorded on accurate maps and trustworthy gazetteers as Saint Bazile de Pontneuf.

Brakesmen on railway trains found this name incommensurate with the size of the place, and being lazy, they cut out the bridge end of it, and called it simply St. Bazile. From the above it will be gathered that this Quebec town is on a railway. It has even greater distinction. Like Sherbrooke and Quebec City, it has two stations, one on the C. P. R., and the other on the G. T. P. The National Transcontinental Railway went out of its way to touch St. Bazile, but it touched it so slightly, it has been necessary for the town to stretch itself in order to lay claim to the new station. The C. P. R. has served St. Bazile for years.

For a long time this little town with the big name had only a few or so general stores all of which handled a certain amount of hardware. Among them was one run by a man named Hardy. He had a son named Leger, who one day awoke to the fact that a hardware store was needed. So he opened one.

Watches and Fire Insurance

That was ten years ago, and it took St. Bazile de Pontneuf a long time to realize that to run an exclusive store like this, Leger Hardy must have support. For a long time, in order to make things go, he had to get out and hustle. He went from farm house to farm house peddling watches, where he could, and where he couldn't he sold bicycles and fire insurance. Those were his leading lines in the early days.

He still sells them, but his peddling days are over. When a man has spunk enough to go out after business, the day surely comes when he is able to take things easier. Leger Hardy has become a manufacturer, but he still runs his hardware store.

Last week he was in Montreal placing some orders with jobbers there, and called at the office of Hardware and Metal. A story he told upon request, of how he began to handle dynamite, will be instructive, showing as it does, that every hardware store, be it located at the North Pole or at the Equator, has a demand for certain lines more than others.

Famous for Boulders

Mr. Hardy had not been in business long before he observed that the country in which he was raised was remarkable for its boulders. Hardly a farmer but what had some of these obstinate things planted right in the middle of his farm. Not only did they obscure the landscape, but they occupied valuable farming land as well.

He observed further that the methods used by farmers in clearing away stumps were crude, and often ineffective. Moreover, they were making roads in the most laborious and expensive manner possible. Now, while the farmer of Quebec Province, is noted for his conservatism, he is wealthy enough and farsighted enough to-day to adopt twentieth century methods, especially in a district like this, where the ground is so fertile it only requires tickling to grow things.

Gave a Demonstration

Mr. Hardy saw the need of dynamite, but like the farmers, what he knew about it was limited to the fact that when it exploded, something had to move. He sent down to Montreal for a sample, and proceeded to give demonstrations to the St. Bazile farmers.

There must have been some scared farmers in that district, but Ledger Hardy soon dissolved their fears. He proved beyond doubt that dynamite, if handled properly, was as harmless as a kitten.

By carefully following directions on the label, he was able to prove that stumps and boulders need no longer stand in the farmer's way, and that by its use, roadmaking became easy.

His sales jumped the first year to a thousand pounds, and gradually increased until to-day his annual sales amount to over three thousand pounds. And the sales don't stop there. Having become the recognized headquarters for explosives, he is able to make big sales of caps, fuses, picks, hammers, axes, handles, crow bars, and all kinds of heavy hardware.

His Latest Venture

If that were not sufficient proof that St. Bazile's hardware merchant is enterprising, it would only be necessary to draw attention to his latest venture—automobile accessories. There are only about a score of cars in the district, but there are going to be more next year. Already there is a small demand for accessories, and the store now carries a stock of tires and other supplies, which is gradually being added to. As evidence that farmers in this district are not poverty-stricken, let it be stated that the cars here are not Fords. But the Fords will come, and Mr. Hardy, besides being headquarters for explosives, is preparing to nab all the garage business coming that way. Already he has one of his employees trained to handle any repairs necessary.

In conversation with Hardware and

View of the hardware store and residence of Leger Hardy, St. Bazile de Pontneuf.

(Continued on page 70)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 2, 1915 No. 40

OPTIMISM was the keynote of the Canadian Wholesale Hardwaremen's banquet—Canadian hardwaremen have confidence in the future. A complete report of the proceedings appears in this issue.

* * *

PERSISTENT solicitation is the price of business. Here let it be said that the world likes to buy from those who are keen salesmen; it shuns those who are listless, voiceless, timid or indifferent. If you believe in your own message to men others will believe as you do. This is sure. Sell, therefore, with enthusiasm and with a sound proposal, and money will flow towards you in a way to delight your heart and fill your purse.

SUBURBAN STORES

DURING recent years a great deal has been said and written about the country merchant and his efforts to combat the severe competition of the mail order houses. But there are other merchants who are waging a somewhat similar battle. They are the retailers who are located in the suburbs of our big cities, and have to compete with the large down-town department stores.

The small town merchants do all they can to encourage the spirit of "loyalty to the community." Every effort is put forth to encourage townspeople and the farmers and other residents of the surrounding community to patronize local merchants. The hardware merchant conducting a store in the suburb of a large city is laboring under very much similar circumstances—he has to compete against the large down-town department and variety stores. He looks upon the suburban community in which his store is located, just as the small town merchant looks upon the community in which his store is located. Both merchants are up against keen competitors, but both have many advantages over both department stores and mail order houses. There are several interesting articles in this issue concerning the methods adopted by various merchants to secure the trade of residents in the communities in which their stores are located.

THE COLLECTION QUESTION

ON SEVERAL occasions we have directed attention to that ever important question—collections. Many manufacturers and wholesalers report that there has recently been a decided improvement in collections. The improvement is general, and especially noticeable in the West and can be readily accepted as an evidence of freer circulation. When there is a more or less free circulation of money, business is bound to pick up and the very general report of improved collections can be accepted as the forerunner of a rapid improvement in business generally.

It may be safely asserted that the farmer is prosperous to-day. He has had a good yield and has got a good price for his crops. Merchants in purely agricultural towns have had no reason to complain of business. It is only in manufacturing cities and towns that the grim weight of hard times has been felt. To expect that the unimpaired purchasing power of the agricultural communities will bring about better industrial conditions is not an unreasonable deduction. The undoubted improvement in collections should be accepted by the retailer as a signal to press his own collections. Lucky is the merchant who can say at the present time that his collections have been well maintained. Some have been deterred by the war from pressing the collection of outstanding accounts but, in view of all conditions, there is no valid reason why an active effort should not now be made to clean-up the books.

GOOD IN ADVERSITY

ONE of the largest firms in the world, engaged in the manufacture of farm implements, etc., in a recent issue of its house organ directed the attention of its employees to the following:

"Observation of the relative achievement of different periods leads us to believe that it is not hard times we as a company should dread so much as periods of easy business. The last year, supposedly one of close sales and hard sledding, has brought much to our organization that is desirable.

The loss of business in certain parts of the world

has led us to investigate the possibilities of the remaining territory and has led to a salutary intensive cultivation of sales. It has served to teach us the boundless possibilities of any given territory provided we will concentrate upon it. With our organization and its equipment we can develop an amount of business hitherto unsuspected.

The individual employe, also, has learned much from this experience that will be helpful to him throughout life. Forced economy had reduced the amount of assistance each man has had in the past and all have been compelled to assume greater burdens of work. We have learned that a man can do two or three times as much as he would have believed in easier times, and do this as quickly and thoroughly as ever. We have learned the results that may be secured from concentration and the careful investment of time and energy.

It is in times of plenty that we tend to grow fat and lazy, but in times like these we uncover hidden possibilities."

Just as this large corporation has uncovered hidden possibilities, so have many wholesale and retail hardwaremen throughout Canada. By intensive cultivation of their territories many firms have kept their sales so far this year, on a par with the sales of corresponding periods of former years. In many cases there are retailers whose businesses this year will reach larger proportions than in any previous year in the history of their business careers.

THE STEEL INDUSTRY

A SPEAKER at the Wholesale Hardwaremen's banquet referred to the recent advances in the price of steel and steel products, and also to the difficulty of securing deliveries. It is impossible even now to get some products in less than six months after placing the order. Conditions in Canada and the United States at the present time are much alike in this respect. The American Metal Market this week stated that it is a small matter to the steel mills whether contracts for war munitions are placed directly with American or Canadian manufacturers. The tax upon their resources is equally heavy. It is a significant fact that most of the recent inquiries for projectiles to be exported eventually come from Canadian interests. Negotiations last week called for a heavier tonnage of steel than at any time during the month, but the actual contracts closed for rolled and forged steel aggregated only about 100,000 tons for shipment to domestic and foreign manufacturers over the first quarter next year, including a few thousand tons on each contract for delivery in December.

The demand for wire products continues extremely heavy. Since the first of September total orders for barbed and plain wire and wire rods have been considerably over 100,000 tons, and another inquiry for 100,000 tons is in the market for which Canadian manufacturers are competing actively. In fact, it is understood that a portion of this inquiry has already been satisfied in the Dominion. Shipments are to be made at the rate of 5,000 tons every two weeks, or 10,000 tons per month.

According to Ironmonger, commenting on the general position of the steel works in Sheffield, Eng., "every local steel works is producing to its utmost capacity, although inquiries from private trade sources appear to be easing off. Trade with Scandinavia has suffered a good deal in consequence of the prohibition of the export of various steel products. Although railway stock construction is extremely light in this country, makers of axles, tyres and springs have plenty of work from the home companies and from Colonial sources. Canadian trade shows a decided change for the better. The output of acid steel is at present enormous, as nearly the whole of the many basic furnaces which have been installed during the last ten years are now employed in making Siemens' acid material. Works where engineers' tools are made are in a state of congestion. Huge quantities of picks, spades and crowbars are being sent to the various armies of the Allies.

"There is no relaxation of the pressure for deliveries of high-speed steel and tools of the same material, but owing to the scarcity of labor the output still falls considerably short of the demand, and the number of idle melting holes remains large. The labor deficiency is mainly in teemers and pullers out —tasks in which proficiency can only be attained by years of training. The services of an additional score of such men would make an appreciable difference to the output of steel. A good many of those who enlisted have been brought back to their old occupations, but the military authorities are unwilling to release any who are with the expeditionary forces. Numerous applications for permits to export high-speed steel which had been refused have now been granted, and the material to which they refer is now being shipped. Some of the consignments affected had been lying at various ports for from five to eight weeks. The War Trade Department appears to be carrying out its recent promise to grant all reasonable facilities for the export trade in tool steel to be maintained, and a repetition of the vexations that have arisen out of this matter is unlikely."

A large number of price changes on wire products are reported in this week's issue of HARDWARE AND METAL, and higher prices are predicted for many lines of steel products.

* * *

QUICK TURNOVERS mean quick profits—and that's what we're all in business for.

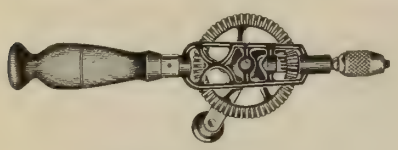
ALL CAN'T go to the front, but those who remain at home can "do their bit" by keeping up their optimism and working hard.

New Hardware Goods

Offered Canadian Hardwaremen

HAND DRILLS NOS. 104 AND 304

Two attractive and practical hand drills have been put upon the market by Millers Falls Co., of Millers Falls, Mass. One special feature is a chuck of new de-



Hand Drill No. 104.

sign that is compact and accurate in centering drills. It has three jaws each in its separate solid socket, and poned by springs that are concealed and will not get out of order. Capacity is for round shanks from 0 to 3/16 inch in diameter. Another feature is the main handle which is of graceful and convenient shape. This is made from birch with deep mahogany stain and has screw cap and hollow receptacle containing eight wood boring points. Gears are cut, small ones being of steel and large gear white nickeled. No. 104 drill has malleable iron frame and one small gear, while No. 304 has solid steel frame with both working and idler small gears.

Both drills are attractively packed and boxes bear the striking new labels recently adopted by the Millers Falls Company.

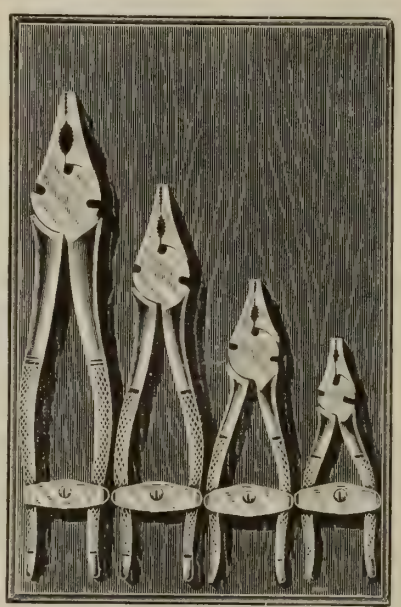
TOOLS ON DISPLAY BOARDS

Smith & Hemenway Co., Inc., manufacturers of Red Devil Tools, are now putting out a standard line of tools on an 8 x 12 inch easel back display board made of three-ply veneer.

These boards are accompanied by enough surplus stock in the back of the package to make a dozen tools, assorted in the average way that they move out to the public.

As an illustration, Fig. No. 1 shows the standard combination button plier in various sizes as shown on the board—5, 6, 8, and 10 inch assorted as follows: two of the 5-inch, three of the 6-inch, five of the 8-inch, and two of the 10-inch.

Combination slip joint pliers are also shown on a display board. The pliers shown on the board, five in number, are mounted on an 8 x 12 inch three ply veneer oak board, the surplus stock underneath. These are assorted as follows (note the two styles), 5 and 6½-inch thin nose, improvement which they have put out on the slip joint plier, and the standard pattern 6½, 8 and 10-inch. Of the new thin nose 5-inch, they have put in three tools, 6½-inch, four tools 6½-inch standard pattern slip joint three tools and one 8-inch, and one 10-inch. This



Plier Display Board

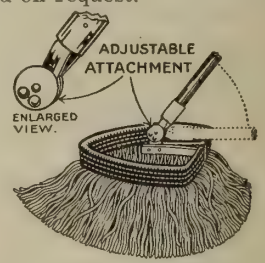
also has the resale prices between the handles, also the number and size.

The company state that they are putting up all standard tools in this way.

ALL-STEEL CONDUCTOR HOOKS AND SILO ROOFS

The Metallic Roofing Co. of Canada, Toronto and Winnipeg, offers to the trade a new product called the Conner All-Steel Conductor Hook, here illustrated. The shank, jaw and strap are all steel. The hook drives straight and true, it is claimed, into mortar or wood—any place that a nail or spike could be driven. The shank is wedge-shaped, and binds solidly wherever driven. A stop regulates distance to drive into wall, and the pipe is held ⅞-inch from wall.

The company is also making two new silo roofs called the "Empire" and the "Gem." The construction of the Empire is said to give absolute protection from fire, lightning, rain, or snow. The Gem is a cheaper roof, but is said to be serviceable, strong and weather-tight. Descriptive matter giving all details will be mailed on request.



Tarbox Improved Mop

NEW ADJUSTABLE HANDLE

Tarbox Bros., Dundas Street, Toronto, announce an improvement in the handle as applied to their triangular dustless mop. The adjustable attachment is shown in the accompanying illustration. The handiness of the mop is in-

All-Steel Conductor Hook

creased by the new attachment, as it allows the mop to assume its normal position to the working surface for dusting under beds, low furniture, walls, etc. The makers claim that Tarbox chemically-treated mops may be used upon wallpaper without danger of smearing.

An excellent window display of household hardware lines.

The Retailers are Forging Ahead

Progress Made by Retail Merchants During Recent Years—Taking on New Lines — Household Goods Carried in Many Hardware Stores—Studying the Needs of the Public

By THOS. E. HUNT

NOT long ago a writer in a contemporary dwelt at considerable length on the shortcomings of the retail merchant. This writer told of the deplorable state of affairs in retail stores he had visited—how the salesmen were not on to their jobs; how the windows were neglected; how many lines of out-of-date goods were carried in stock; how the proprietors were backward in taking on new lines, and how the mail order houses in the distant cities were gobbling up the cream of the trade and doing many millions of dollars worth of business annually throughout the country.

This may be true in a few cases, but only in a few. Retail merchandising to-day is on a higher plane than ever before. The retail merchant to-day has more to contend with—has more competition than the retailer of fifteen or twenty years ago; and yet the retailer to-day is making more progress, has a finer store, dresses better windows, and gives better service than the retailer of a few years ago.

There are throughout Canada to-day thousands of retail merchants who own their businesses, their homes, and incidentally their motor cars. The retail stores to-day are larger and better equipped than they have ever been at any time in the past. The sales staff in the average retail store to-day is more efficient than the average sales staff of a few years back. And last, but not least, the average retailer to-day is not as backward in taking on new lines as some misinformed people would lead you to believe.

The average retailer to-day is on the alert for new and profitable lines. He realizes that if he is to keep up with the trade procession he must sell profitable goods, and goods that the people want.

In order to cope with the ever threatening "rising costs of doing business" the retailer has to be on the look-out for new lines which bear a reasonable margin of profit and are quick sellers. And the man who says that the retail hardwaremen of Canada are falling behind in the march of progress must be sadly misinformed, or he has not made a close study of conditions in the retail hardware field.

All hardwaremen know that if they confined their efforts to selling nails and many other staple lines which bear a very narrow margin of profit, they would soon go out of business. It is true that certain staple lines have to be carried in stock—a hardware store would not be complete without them. But the same hardwaremen know that there are hundreds of other lines which, if sold in sufficient quantities, will make up for the loss sustained on the staple lines and in addition produce a good margin of profit.

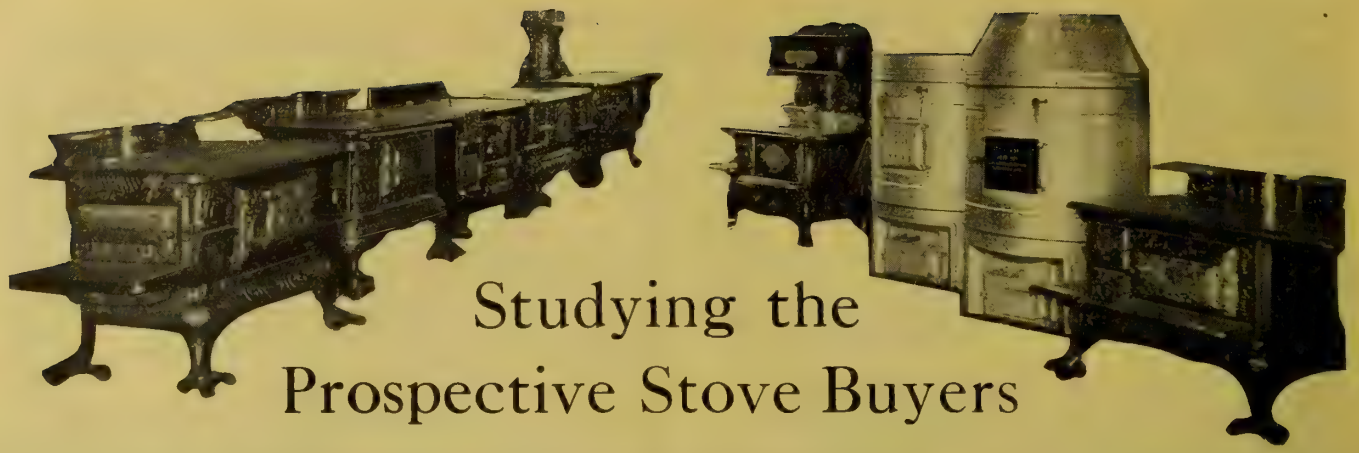
And more than 90 per cent. of the retail hardware trade are pushing the sale of lines which bear a good margin of profit—one of the most important of these lines is household goods.

A prosperous hardwareman told the writer a short time ago that he could, in his town, sell a washboard at 35 cents and make more profit on it than he could on a keg of nails at $3. The same merchant stated that he could sell a dustless mop and make as much profit on it as he could on ten kegs of nails. And the same condition prevails in many towns and cities.

I know a hardwareman who has a turnover of $35,000 a year, and he is making a great deal more money than another merchant who has a turnover of $60,000 in another town less than twenty miles away. The latter merchant does not pay as much attention to the pushing of profit-bearing goods as the former, and although the yearly turnover is large, the net profit is not as great as it should be.

Hundreds of retail hardwaremen, who ten or fifteen years ago looked askance at certain lines of household hardware, are to-day pushing energetically the sale of clothes baskets, ironing and bake boards, brooms, dustless mops, electrical goods, dusters, wire goods, aluminumware, tinware, washing machines, wringers, vacuum cleaners, curtain stretchers, tubs, washboards, and dozens of other

(Continued on page 44.)



Studying the Prospective Stove Buyers

Many Types of Customers Encountered at This Season of the Year—How Some Customers Have to be Treated—Do Not Talk Over the Customer's Head

OF the many customers who visit the stove department of a hardware store at this season of the year, the one who requires the most tactful handling is the one who says, "I am just looking around." Customers of this kind are met quite frequently during the latter part of September and the month of October. Although these customers say they are just looking around, you can rest assured that ninety per cent. of them are good, live, prospective purchasers of stoves, and have in their pockets sufficient money to purchase a stove outright or at least pay down a good deposit.

They are just looking around, of course, but they are open to conviction, and they are ready to give an order to the real live salesman who knows how to handle them. Too many salesmen are inclined to treat "look-around customers" in an indifferent manner, taking it for granted that the customers won't buy anyway until they see all the stoves in town. Salesmen should not look at the matter in that way. It might be true that some of the prospective store customers will keep on travelling until they see all the stoves in town. But, if when they called at your town, you took an interest in them, showed your line of stoves and gave them a good sales-talk, the chances are you would have a return visit.

There are several classes of customers. There is the customer who has almost made up her mind to purchase a stove similar to one owned by a neighbor or friend. Then there is the "show-me" customer who starts out almost prejudiced against all makes of stoves and does not believe that any make of stove is up-to-the-mark. Still another type of customer is the one who closely follows the newspaper advertisements, and after reading the many claims put forth by various manufacturers, she really does not know which stove she likes best. As far as she can figure out, there are several makes of stoves which have many desirable features, but as the buying of a range or heater is one of the events of a life-time, the customer naturally wants to secure the most value for her money, both in appearance and efficiency. There is also the customer who frankly admits that she wants a stove, but will have to visit all the stores before she makes a decision. She meets all kinds of salesmen—the price-cutting salesman—the salesman who talks too much—the salesman who does not talk enough — the salesman who talks enough but does not say the right things—the salesman who talks over the customer's head — the salesman who runs down his competitors' line of stoves — the salesman who does not study his customer—the salesman who does study his customer—the salesman who makes the sale—many of them are called salesmen, but they do not make sales.

Those mentioned are only a few of the many types of customers who are encountered at this season of the year, and they afford a remarkable field of study for the retail salesman. Occasionally you will find a customer who is largely guided by price. This seems to be the main consideration and she wants a lot for her money. This type of customer is greatly in the minority, and is rapidly disappearing. The majority of stove customers want their money's worth, but they want stoves which will be efficient and they are willing to pay a fair price for a good stove—but they have to be shown. The stove field, like many others, is what you might term, "worked to the limit." Manufacturers spend large sums of money each year in advertising their respective lines of stoves and in sales-promotion work. Mail order houses work the stove trade hard. Furniture stores, easy payment concerns and peddlers endeavor to secure a good share of trade, while other manufacturing concerns sell direct to the consumer.

Although competition is admittedly keen, the bulk of the trade passes through the hands of the retail hardware man. Why does the hardware man secure such a large trade? There are several reasons, but the principal reasons are that stoves are a hardware line, and that there are hundreds of real live stove salesmen in Canadian hardware stores to-day who are making a study of stove problems and stove customers, and who are making the best of their opportunities. They are backed up in the work by the national advertising of the manufacturers and the selling helps which the latter provide. These salesmen are in a class by themselves, and they have not reached their present degree of efficiency without a constant study of stove selling. A man may spend 40 years behind a retail counter and never become a stove salesman. On the other hand, a man who applies himself to the work and studies stoves and human nature, can become proficient within a reasonable time. This does not mean that he will learn all there is to learn about stoves, for the man who knows it all has never yet been found. Occasionally you find a man who thinks he knows it all, but he is only deceiving himself.

To be a successful stove salesman, it is necessary to make a study of the line of stoves you carry in stock. But knowledge of the stoves is not all. A salesman should also know how to impart the knowledge to prospective customers. The salesman must not talk over the customer's head by trying to impart too much technical information which in many cases confuses the customer and leads the latter to think that the stove is a very complicated contrivance. You seldom find two prospective stove customers alike. Each one is a separate study. The salesman who knows how to size up the individual customer is the one who generally makes the most sales.

Philbin's Three Stores on One Street

Household Goods One of Chief Selling Lines in Philbin's Three Stores in Residential Section in Montreal—New Branch Opened This Year

TO write the story of the Philbin business it is necessary to go back to the time when the retail centre of Montreal was down town. Forty years ago, the big merchandising establishments were on Notre Dame Street and McGill Street. Here and there one finds successful merchants still doing business in that section of the city, but their character has changed completely. For instance, there are few, if any, hardware stores successfully handling household supplies. Thirty years ago, and less, it was possible.

It was down in this old cramped section of the metropolis that Michael Philbin began his commercial career. He served his time with Foley & Co., a wholesale hardware concern on St. Paul Street, and on the completion of his training, went into partnership with William Warmington, opening a wholesale and retail business on McGill Street, under the style of Philbin & Warmington. This business was discontinued after a number of years, Mr. Warmington leaving Montreal.

Michael Philbin had some nerve to open a store on St. Catherine Street thirty-five years ago. In these days it was about as difficult to get women to shop in upper town as it is to-day to draw them into stores of the down-town district. In fact, it was a steady battle for a period of over twenty years.

The business of the M. Philbin Hardware Co. was begun in the Queen's Block, which occupied the site where Goodwin's store now stands. This block was demolished about fifteen years ago, and the Philbin business removed across the street to the premises now occupied.

In the early days their chief line was household hardware, but the business in recent years has reached out after the tool, cutlery, electrical supplies, and paint trade. Philbin's tool displays have become one of the sights of this throbbing business thoroughfare. In recent months it has been their custom to announce what line of tools they would display the following week. Like a church or playhouse, they put out a board, saying: "Our subject next week will be 'Mechanics' Tools,' or 'We wish to draw your attention to our next week's offering entitled, "What a carpenter should know."' "

When the present store was opened, Michael Philbin had passed many milestones. He had some years before called his only son, Harry Philbin, to his aid, who in recent years has been the man behind the gun. Silent, a little retiring, Harry Philbin is, nevertheless, an exceedingly shrewd business man, and has the happy faculty of drawing capable young hardwaremen around him, and holding them. Seven of his best salesmen came to him as boys, have learned their trade with him, and three are now holding manager's positions. While the son runs the business, his father, the founder, still attends to the books, although he has exceeded the allotted span by five years.

The Westmount branch was opened eighteen years ago on Green Avenue. After four years it was moved into larger premises at 4166 St. Catherine Street. The business grew, and in the

Interior view of the new store opened by Philbin & Sons, Montreal. One of the three stores on St. Catherine Street.

following year another store was added, so that the Westmount branch extends from 4169 to 4175 on St. Catherine St. West. It will be noticed that the branch is on the same street as the parent store, although several miles separate them. That they attended to business in Westmount is attested to by the fact that in eighteen years their only opposition has been a grocery-hardware store located over a mile away, whereas in that period grocery stores have multiplied exceedingly. The significance of this fact will be realized when it is considered that Westmount is a city of about 20,000 people. An opening was seen in Westmount for a toy and fancy goods store, and when the Philbin branch was extended, half was devoted to this new line. Many of the articles carried, such as glassware, china, brass goods, etc., are not unsuited to a hardware store; these are, however, in separate stores, a passageway leading from one to the other.

The branch is in the hands of A. Bedard, a man who has been with the firm fifteen years. He began quite young at the down-town store, and after three years, a vacancy occurring at Westmount, he was placed in charge, and has remained there ever since.

The Third Store

Early this year the opportunity occurred to purchase a business located almost half-way between the parent store and the Westmount branch, at 723 St. Catherine Street W. It was considered a risky step in view of economic conditions, but as it offered a chance of tapping the centre of the west residential district of Montreal, it was taken over, remodelled, and opened in May.

One of the objects in opening this branch was to recapture business lost when the down-town store was partially destroyed by fire two years ago. When the store closed for repairs some of the firm's best customers disappeared altogether. Some continued to trade at the Westmount store, while others are now being discovered at the new branch, having been lost sight of for a long period.

Being located in a residential district, the bulk of the trade at the new branch is in household goods, although in the short time the store has been opened it is impossible accurately to gauge what class of goods can be sold. It will take some time to determine what stock to carry, and how much. Every day they are finding a demand for goods that have not been touched before, and are also learning that some lines should not be handled at all. Mr. Philbin selected Fred St. Pierre as manager for the new branch, a brother of Ernest St. Pierre, manager of the parent store. Both men have grown up in the business.

Household Business

One of the first things done when the new branch was taken over, was to set their nets to capture all the household business available. Philbins have always been firm believers in display racks. They were one of the first hardwaremen in Montreal to realize the value of the display rack as a silent salesman. They were introduced into the old store fifteen years ago, and better evidence of their success could not be found than the fact that they were copied by many other stores. It is not uncommon for a hardware merchant to ask permission to measure these racks, the inference being that they are making some like them.

A difficulty was encountered in the new branch in the unusual narrowness

MICHAEL PHILBIN,
Founder of the Philbin business.

of the building, but this very difficulty resulted in a discovery that has proved valuable. It was found necessary to cut the width of these stands down to 21 inches at the top, and to three feet at the base. They are 12 feet long.

At the old store, these display stands are four feet wide at the top, and proportionately wide at the base. It has been found that the narrow stand is much more practicable. While it does not carry as much stock, it is easier to get around, and does not crowd the store as much as the larger ones. Besides the base and the top, there are two intermediate shelves, making four selling surfaces in all. The base is raised six inches from the ground, and the total height is 42 inches. These stands, and the class of goods they carry, can be plainly seen in the accompanying photograph.

An interesting point in connection with the stands, especially those at the old store, is that clerks are not supposed to sell goods from them, but must, where possible, take stock from the shelves. That this rule is not, and cannot be lived up to, is shown by the destitute look of these racks when the rush period is at its height on Saturday night.

Samples are all replaced before the store closes at ten o'clock, and this is done during business hours. Two clerks are responsible for this, and they have a system which enables them quickly to make a list of missing articles, and to replace them from the reserve stock with expedition.

Incidentally, these racks are made on the premises. A stand for displaying lawn mowers in sufficiently small space to allow them to stand at the door was made at home. By the use of carpenters' tools, a hardwareman is often able to put into practice ideas for showing goods that could not easily be made elsewhere. At least, it gives an opportunity for testing ideas along these lines.

Apart from these display tables, the most striking thing in this new store is the way they display tools. The store being narrow, it was impossible to use folding doors. Instead, the wall, at the right of the entrance, from the ground up to a height of 4½ feet, has been covered with good stiff green burlap, and the stock of tools displayed here. It is very effective.

A good-sized stock of hammers and axes is kept in this manner on long nails. They give no trouble, and are never untidy. Ordinary square hooks are used for carrying heavy tools, such as ripping bars, crowbars, monkey and Stillson wrenches. Vises and jacks are carried on the floor.

The base of the wall case, which runs from a height of 4½ ft. upward, has been arranged in several tiers for showing planes of various types. The wall case is devoted, apart from the planes, to saws and braces, which are hung on harness hooks. Incidentally, there are no doors to this case. Formerly there were doors, but they were discarded. The case takes a little longer to clean, but it is more accessible. The same is true of backs of display windows. Philbin's never had them, and it has always been possible for those passing by to look straight into the store.

Farther along, just as the wall is used for showing tools near the door, the same background is utilized for the display of brushes and mops of every description. This extensive display in a place where customers can reach easily has a marked effect on their sales of brushes.

The counter is on the other side of the store, and consists of four large well-lighted silent salesmen.

MONEY MAKING METHODS

IDEAS THAT PROGRESSIVE HARDWAREMEN HAVE ADOPTED TO BUILD UP BUSINESS

HOW HE SOLD SPOONS

A retail hardware merchant, a short time ago purchased two gross of aluminum mixing spoons. The merchant cleaned up the stock of a small jobber and paid 90c per dozen for the spoons. When the spoons arrived they were priced at 15c each. On each of the two silent salesmen near the store entrance neat displays of the spoons were made on counter mats. Each clerk had instructions to direct the attention of every customer, especially women, to the spoons, and the low price at which they were offered for sale. The usefulness of the spoons for mixing purposes, etc., was described to each prospect. In a week's time ten dozen of the spoons were sold. The scheme proved so successful that every week some article is featured in the store. The article featured is nearly always something which is sold at a popular price, from 5 cents to 25 cents. A half gross of wooden spoons were closed out in one week, a short time ago. During another week, three dozen paring knives were sold. All the lines pushed bear a good margin of profit, and clerks vie with each other to see who can make the greatest number of sales each week, of the special article offered. The merchant has found that this plan of salesmanship has not only increased sales of small goods in the store, but it has also had a tendency to make the clerks more alert when selling other lines, for instance, when selling paints the clerks try to sell brushes. When selling lawn mowers they try to sell oil cans, grass catchers, grass shears, turf edgers, etc. When selling linoleum varnish they try to sell oilcloth binding and vice versa.

MONEY MAKING METHODS

Some time ago the makers of a high-priced vacuum cleaner succeeded in placing a sample in a Canadian hardware store to see what could be done with it. The retail price was $135. This gave $35 profit to the retailer.

The manager called together his selling staff—a baker's dozen in number. With one accord they declared that it was impossible to sell a $135 vacuum cleaner. "I'll show you whether or not it is impossible," said the manager. Within three months he had, off his own bat, sold twenty of these high-priced devices, so making $700 for his employers.

His method was: he selected from among the firm's customers all those who, in his opinion, could afford and should have the cleaner. Working on this select list, working intelligently systematically and patiently, and by demonstrations, he created interest and desire and induced demand.

HARDWAREMEN ADVERTISE AT FAIR

Chatham, Ont.—Chatham hardwaremen and allied retailers made liberal use of display space in the main building at the fall fair recently held here.

For a number of years past both the Willard Hardware Company and the J. C. Wanless hardware store have put on annual exhibits.

The Wanless booth, just inside the north entrance, was lined back and ceiling with paneled beaver board decorated in different tints of flat wall finish, and was lighted with artistic drops and fixtures from their electrical department, installed by their own electricians. The foreground was occupied by an exhibit of stoves and ranges and gas heaters, all of the stoves, except one, being from the regular Wanless stock. Flags, bunting, and imitation autumn leaves were used in decorating. Demonstrations were conducted showing the uses of varnish and paint; and souvenir and advertising literature were liberally distributed Mr. Wanless reports a good number of sales resulting from this form of advertising.

The Willard store prominently featured stoves and ranges, including a line of gas ranges and heaters; and a member of the firm was on hand to explain the goods, hand out literature, and meet prospective customers. This booth was located on one entire side of the south wing.

Allison Bros., hardware dealers, were new exhibitors, but made a good showing. In the main building they displayed stoves, builders' hardware and dairy supplies, including cream separators. The cooking and heating display comprised ranges and stoves. The booth was temporarily finished, for walls and ceilings, with beaver board, decorated with wall tints. This firm also has a large implement exhibit adjoining the machinery tent, including a combination washing machine and wringer, operated by gas engine, practical demonstrations of which were given during the fair. Spreaders, plows and other implements were also shown.

The E. C. Brisco sporting goods store showed auto tires, bicycles, catchers' mitts, tennis rackets and similar lines, and was liberally adorned with the patriotic colors, red, white and blue.

Hathaway & Co., bicycle and tire dealers, had a large bicycle exhibit and a good showing of tires, auto lamps and other auto and bicycle exhibits. The exhibit was in charge of Mr. Hathaway.

That fall fair advertising has a distinct value to retailers—at least in the opinion of the Chatham merchants—was shown by the largely increased number of merchants exhibiting, and the larger aggregate of space taken; as well as by the fact that merchants who have exhibited in former years were practically all represented this year.

We are now having to live our sense of responsibility rather than talk about it, and yet in these stern days surely each of us must be conscious of a sense of responsibility in being alive at all. We are being jostled out of a programme of self-interestedness, and service in some form is the great call of the hour.

Arguments that Sell Household Goods

Montreal Dealer Makes Good Use of Literature Supplied by Manufacturers—Is Thus Able to Make Sales of Aluminum Ware and Electric Irons and Toasters When Times are Dull—Some of the Arguments the Dealer Uses

"WHAT household goods are moving?" a well-known Montreal dealer was asked. He looked along his racks, down the centre of the store, and made particular mention of aluminumware and electrical goods, especially electric toasters and irons. It might be well to mention that his store is located in a district inhabited by the wealthier Montreal residents, which probably accounts in some measure for his success in these lines. Nevertheless, it is necessary for him to push these articles for all he is worth. How he did so is told in the following words:

"It is true these are hard times, but I argue to my customers that aluminumware is one of the cheapest things on the market. Ladies, when asked to buy aluminumware, often refuse to pay the high price on the ground that their servants have a way of dropping utensils, no matter how high the price. To this I have the reply, that a good brand of aluminum will give the same service, whether dinted or not. It is no use them telling me that this ware is too expensive. I have arguments ready to show that it isn't. Of course, there is aluminum and aluminum, and if you haven't a good line, it is impossible to back up your arguments. I can honestly say, however, that I have never had a lady come back to the store and say that she was sorry she had bought aluminumware.

Landed a Big Order.

"It is customary today for aluminumware manufacturers to send out pamphlets containing arguments why aluminumware should be used. I make good use of these. If the manufacturers have gone to the expense of putting these out, I think the least we can do is to read them. They send them to the customer, too, but I am afraid many of them land in the garbage pail unread. Using arguments such as are found in this literature, I was able to make a big sale of aluminum the other day. A lady came into my store and stated that she intended to fit up her kitchen with a certain kind of enamelware. It happened that I did not carry what she wanted, and not wishing to lose such a good sale, suggested that she take aluminumware instead. It was then that I heard what other dealers must hear every day, that somebody had put it into her head that aluminumware was no good. I took her arguments one at a time.

"She had heard that it was impossible to keep aluminum clean. I replied to this that all she needed was a tin of Old Dutch. Then she said she had learned that things burned quicker in aluminum than in other utensils. I have made practical tests with this metal, and was able to give her the benefit of my experience. I have found that you can put a pint of milk on the fire in a good aluminum vessel, and allow it to simmer down to half a pint without scorching it, and milk, as everybody knows, is about as susceptible to fire as anything could be.

"Well, with arguments of this kind, I succeded in convincing her that aluminum was not as bad as it is painted, and before she left I had sold her eight dollars worth of utensils. The next day she came back and spent a further eighteen dollars to complete the kitchen outfit."

This dealer had reserved one side of a rack for displaying electrical goods, particularly toasters and electric irons. On the sale of these, he said:

"Business in some lines of electrical goods has fallen off this year, but in toasters and irons it has taken an appreciable jump. It is getting so now that a house is not complete unless it has these articles. We have got beyond the days of trying these things out. People don't take chances on them, but it's funny how few people have any idea of the cost of running an electric iron.

"I had a man come in here the other day to buy an iron. I asked him why he did not buy an electric one. It costs you less than gas or any other fuel, I told him; 'only three cents an hour in this city.' That set him thinking, and he bought one. I keep that fact in mind—that an iron burns 500 watts an hour, and electricity here costs 6c a k.w.h.

"Did you ever stop to think what a good prospect a man is for an electric iron? You are married, say, and come into this store for an iron; I suggest an electric iron. I'm salesman enough to prove that it costs less, but it is a little talk about saving his wife's energy that counts with the man. If I can show him that by paying an extra 75c he can save his wife walking to and fro many times between the ironing board and stove, he's going to mention the matter to her. He may not buy it right there, but ten to one she will be in for one later. Few men stop to think about what their wives do in the kitchen, but as soon as their attention is directed to the matter, they are interested.

"A little talk about the different toast made by electricity compared with gas, showing how the electric toaster can be placed on the table and made as required instead of allowing it to become dry, will eventually sell one of these popular electrical specialties. There should be a better demand with the approach of winter for electrical bed warmers.

Showing how household utensils are displayed in the Hudson Bay Co.'s store at Calgary, Alta.

Success in Selling Household Hardware

Seventy-Five Per Cent. of Consumer's Hardware Co. Customers are Women—Pricing Goods at Odd Figures—How Goods are Displayed

SEVENTY-FIVE per cent. of the customers who patronize this store are women, stated G. W. Mahon, manager, Consumers Hardware Co., Toronto. That is why we carry so many lines of household hardware.

Household hardware draws women's trade. Have you ever visited the hardware department in the large department stores? Women customers predominate in all circles of the department, with the exception, perhaps, of the tool section. One reason why the department stores secure such a large share of women's trade is, that a well-selected assortment is always carried in stock, is well displayed and is priced in plain figures. We follow the plan of the department stores on a smaller scale.

There are no lines that pay better profits than the many line of household hardware, kitchen utensils and home appliances, for which there is a ready sale and an increasing demand. The locality where our store is located is frequented largely by residents in nearby residential sections. Most of the purchasing is done by the lady of the house.

We have found that the average woman likes to deal at a store where there is a good stock, and where all the latest and most up-to-date household appliances are on display. We try to extend the utmost attention to every customer, whether she be a purchaser of a ten-cent wire toaster or a high priced case of cutlery. Courteous treatment of women customers is one of the best trade-pullers I know of. Price is also a consideration with women customers. They follow prices much more closely than the men. In order to be able to sell right, it is necessary to keep in close touch with the various sources of supply. There is a big difference in the prices quoted by various wholesalers and manufacturers on housefurnishing hardware, and by careful attention to buying a merchant can very often pick up excellent selling lines at exceedingly reasonable prices.

We have also found that it is a good plan to mark household hardware lines in odd figures—the same plan as the department stores follow out.

One of the accompanying cuts shows a large handbill of a type which are frequently distributed in the residential sections of this part of the city. You will note that there are many illustrations shown, and that in a great many cases the prices are quoted in odd figures.

The constant and heavy campaigns of the department stores have obsessed most women with the idea that bargain prices are always quoted in odd figures. Department stores will frequently clear out hundreds of dozens of an article when it is advertised at 98c, while the same article is only a moderate selling line in hardware stores all over the city at $1. A great many women are influenced by odd-figure prices. Transient trade is always a big item in city stores and through the medium of the show window the Consumers Hardware Co. secures considerable trade.

On entering the store the visitor is impressed by the splendid use which has been made of the space available for display purposes. The store is not a large one, and yet there appears to be a vast amount of hardware, particularly household hardware, on display within easy reach of customers. This has been made possible by using display stands which are placed in the centre aisle of the store. One of the first stands the customer encounters on entering the store is one containing such lines as basting spoons, pot scrapers, paring knives, pot forks, wire

Reproduction of large handbill featuring household hardware lines. This style of hand-bill is used by the Consumers Hardware Co., Toronto, for distribution in residential districts. Note the range of housefurnishings featured.

View in the Consumers' Hardware Co. store, Yonge street, Toronto. Note display of household hardware.

goods, and many other small articles used in the kitchen.

A great many customers after examining goods on the first display fixture pass on to the next, and so on down the line, until they have inspected many of the lines on display. Home needs, which might otherwise be unthought of by the customer, are suggested to the customer in this way, and many sales are made as a result. Just at the present time and during the fall, is an excellent time of the year to push household hardware. Department stores and variety stores push these lines more than usual at this time of the year—so do a great many hardwaremen.

Incidentally, when you get the lady of the house visiting your store to buy household goods, you can rest assured that before long the husband will also be a customer, buying tools, fishing tackle, hunters' supplies, auto accessories or any one of a dozen other lines which are needed by the average man.

October in the Paint Department

October Ushers in the Home-Decorating Season—Some of the Good Selling Lines During Fall—How One Merchant Displays Goods

DURING the month of October, probably more than in any other month the householder is interested in making the home interior, attractive and inviting, in anticipation of the indoor season that is rapidly approaching. In a short time the outdoor season will be practically over, and a great deal of time will be spent in the home.

At the present time there are many window displays, and newspaper advertisements appearing in various parts of Canada, featuring paints for the householder. Retailers in many towns and cities are actively engaged in pushing the sales of the many splendid paint specialties which are needed at this season of the year.

October is a splendid month for interior or exterior painting.

Paint manufacturers, who have studied the needs of householders, have issued attractive booklets, circulars, etc., to show how dull interiors may be brightened up at reasonable cost by applying paint preparations.

In these booklets you will find practical suggestions for suitable finishes to be used for home decorating. The suggestions offered are generally many and varied, and, as they give advice regarding the application of finishes for painting and decorating floors, woodwork, walls, furniture, radiators, etc., they are interesting to almost every person who takes pride in the interior appearance of the home.

The average householder is often confronted with problems such as: "How can I make the floors attractive?" or "What would be the best finish for the walls?" These problems, while often perplexing to the householder, can be easily explained by the merchant who carries a suitable stock, and who makes a study of the lines suitable for inside work.

The month of October is an ideal time to paint indoors, and to do decorative work that will give a warm, cheery atmosphere to the rooms in the home.

Window displays, newspaper advertising and the judicious use of advertising matter, featuring finishes for inside use should be productive of a large amount of fall business. Salesmen should be equipped with a thorough knowledge regarding the many uses of interior finishes.

The average paint customer on entering a hardware or paint store is undecided as to the material or colors to purchase, and the nature and amount of the sale depends to a large extent on the ability of the salesman.

Paint salesmen should always remember that "adaptability to requirement" is an important essential which must be considered when advising paint purchasers as to the best material for them to purchase.

A large amount of profitable fall trade can be secured by going after the fall paint business. A little aggressiveness and enthusiasm on the part of the merchant will help to work up some nice sales of interior finishes.

Among the finishes which can be seasonably featured are enamels for beds, furniture, baths, moldings, willowware, baby carriages, etc., also floor varnishes and paints for floors and stairs.

Varnish stain for chairs, furniture, woodwork and dozens of other uses on articles found in the home. Carriage paint can be sold to owners of cutters, sleighs, etc.

Special finishes for walls can be made excellent sellers if they are featured properly at this season. A number of retail firms this season are giving demonstrations showing how wall colors can be applied.

Floor wax, furniture polish, oil stain, linoleum varnish and many other specialties carried in the paint department are excellent lines to feature in connection with the late fall trade.

One merchant who does a large paint trade during the fall and winter has a display stand about five feet in height. This stand has five shelves and occupies a prominent position near the entrance to the store. Sample cans are displayed of all paints suitable for fall and winter trade. Polishes are also displayed. The merchant states that large numbers of sales are made from the display.

Customers will very often approach the display stand and examine the packages. This move on the part of the customer gives the clerks an opportunity to explain the uses of the lines displayed, with the result that sales frequently occur in this manner.

Selling Hardware in Residential District

How a Toronto Hardware Merchant Keeps His Name Before the Public in a Residential District Where Household Hardware is Required Mostly —Distributes Circulars Occasionally

OUT in the York Loan district of Toronto—a residential district of considerable size, there is a hardware merchant, G. H. Wall. Mr. Wall's store is located at 305 Roncesvalles avenue.

A merchant thus situated, in a city of over one-half million population, has many things to contend with, that do not confront the hardware merchant in the smaller cities and towns.

In the smaller cities and towns, the newspaper is one of the best publicity mediums—and its services can, as a rule, be secured at very reasonable cost. Not so, however, in the large city. Advertising rates are very high, and unless a merchant is located in a central part of the city and has a good sized business, the cost of using the newspapers is almost prohibitive.

Knowing that Mr. Wall did not use the daily newspapers the writer asked him how he kept his name before the public. It might be stated here that on account of the store being located in a residential section the lines sold are principally household hardware.

There is nothing unusual about the methods used by Mr. Wall. Just steady plugging, with a fixed purpose to keep the people from sending down to the department stores in the city for their requirements. For instance, every spring and fall, Mr. Wall has printed about 5,000 dodgers or hand bills, which are distributed thoroughly from house to house in the locality. Seasonable lines are featured on one side and paint is featured exclusively on the reverse side. "This form of publicity," stated Mr. Wall, "has worked wonders, noticeable, perhaps, more in the paint department than any other department in the store." The consumption of paint in a residential district is really surprising, and by saying that the consumption is large I do not mean that the individual sales are always larger, for often they are not. Building operations during the past year have not been very good, resulting in a serious decline in the sale of paints in large quantities, but the number of people who are retouching and refinishing painted surfaces around their houses are to be found in large numbers.

Style of hand bill distributed by G. H. Wall in residential district.

During the spring and fall I link up my windows, with the advertising done in the form of dodgers. Five months out of twelve I display paint in one of my show windows. During mid-summer and mid-winter I display paint at least once a month, sometimes oftener, and to say that results are satisfactory is putting it very mildly. "I do not know," said Mr. Wall, "of anything I could do to increase the sale of paints, stains, polishes, etc., more than they are at the present time, other than displaying in the windows regularly: "I think," he continued, "that some merchants do not realize the full value of their show windows in regard to selling paint."

In addition to using the show windows, and changing them regularly, Mr. Wall uses stickers in large numbers. Bright red stickers similar to the one shown in the accompanying illustration are attached to all packages of paint, varnish, stain, polish, floor wax, etc.

On each sticker there appears the street address and phone number of Wall's Hardware. Mr. Wall can cite many cases, where business has been secured as a result of the stickers being applied to cans, bottles, etc., which have been sent out from the store.

Take for instance a lady who intends to wax or varnish her floors and finds that the can is empty. She sees the sticker bearing the street address, and phone number of Wall's Hardware, and immediately phones in her order.

Another practical advertising stunt used by Mr. Wall is that of labeling all containers of linseed oil, gasoline, turpentine, etc. A reproduction of one of the stickers is shown in one of the accompanying illustrations.

The cost of the stickers is very small, and every day events occur demonstrating that repeat business has been secured through the use of stickers.

Another method used to keep the store name before the public is the use of advertising matter supplied by paint manufacturers. In all orders sent out, advertising in the form of a paint booklet or pamphlet featuring some paint line, is enclosed in the parcel. The name and street address with the phone number

Interior view in the hardware store of G. H. Wall, 305 Roncesvalles Avenue, Toronto.

appear on all advertising matter of this kind.

Mr. Wall attributes much of the success he has had in selling paint to the fact that he tries to maintain a standard in his paint department, both in quality and range of goods carried. An extensive range of household paint specialties is carried in the paint department, including lines such as floor wax, furniture polishes, stove polishes, stove pipe varnish, silver polishes, metal polishes, etc.

Reproduction of the styles of bags, stickers, and labels used by G. H. Wall, 305 Roncesvalles Ave., Toronto

In one of the accompanying illustrations are shown reproductions of two styles of bags used by Mr. Wall. The bags vary in size to meet varied requirements. The small bag, shown in the illustration is used for parceling up screws, hooks and eyes, etc.

It will be noted that the following lines are especially mentioned on the bags: housefurnishings, polishes, floor waxes, pocket and table cutlery, tools, etc.

RETAILERS ARE FORGING AHEAD

(Continued from page 35.)

lines, the sale of which was to a great extent neglected a few years ago.

It is true that mail order houses and department stores are working hard for business, and are getting a fair share of it, too ,but they have to fight for it. The road of the mail order house to-day is harder to travel than it was five years ago, and it is becoming still harder as time goes on, and the ever alert retailers adopt new methods to fight mail order competition. The retailers in this country are not slipping backward, they are moving forward at a rapid pace, and they are the big force that has to be reckoned with in the distribution of merchandise. The few merchants — the small minority—who are finding it hard to get along should analyse their businesses, their staffs; in fact, everything connected with their stores, and find out what is hindering them. They should not take it for granted that the retail trade is going to the bow-wows, simply because some writer has an idea that such is the case. The retail hardware trade in Canada is forging ahead, and will continue to do so. And the progressive retailers will continue to study the needs of the public, and to stock such lines as are produced from time to time to meet the requirements of their customers.

Every day at 5 p.m. in war time, the whole of the fighting mechanism of a British warship is tested and got ready for the night.

A JOKER IN ADVERTISING

An advertising writer in the Montreal Gazette, appealing to the merchant readers of that paper to put an honest meaning into their ads. has the following to say:—

"For a number of days the writer had passed a local merchant's window wherein was displayed a number of electric light bulbs, and a sign advertising 25, 40, or 60 Watt lamps at twenty five cents each. The display held several clear bulbs and an equal number of frosted ones.

"Finding the need of bulbs, I stepped into this store one morning and ordered four 40-watt lamps (frosted) and two 60-watt lamps (clear). Before I had an opportunity to pay the bill the clerk informed me that the frosted lamps cost fifty cents each and not twenty-five cents. I remonstrated with him that the sign in the window clearly stated they were twenty-five cents. 'Oh,' he said, 'if you go out in front of the window, you'll see a little sign under the frosted bulbs, which says they cost fifty cents each.'

"There was the joker in his advertising, and needless to say I bought no bulbs or anything else from that merchant.

"Advertising reflects the policies and practices of the merchant. It is a projection into print of the advertiser's working policies and of his practices as well as his goods. The reader draws a mental picture of the advertiser's personality from his advertising matter. The reader instinctively knows the kind of goods the advertiser sells, the kind of trade he has and the kind of service he renders his patrons. These things are read between the lines of his printed matter.

"Advertising that does not do all these things in the reader's mind is riding to a fall. Dishonest advertising is an invention—but never a true projection.

"There are, nevertheless, times when an honest advertiser fails. That is not the fault of advertising, but rather the fault of the interpreter—the one who writes the advertisement. That is why ad. writing is now generally recognized as a profession. Good ad. writers are good interpreters as well as good salesmen.

"It is very important that a merchant who is sincere should determine his relation as such to the community and then with great care reflect that relation in his advertising.

"Write your advertising as you would a promissory note. Make it have just one meaning and that meaning an honest one. Look over your advertising matter to-day, Mr. Merchant, and see if there is a joker in it."

THREE BIG SELLERS

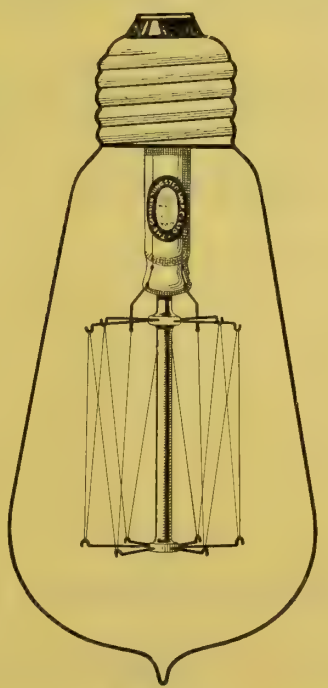
Made in Canada
BY

Ontario Lantern & Lamp Co., Limited

Montreal Hamilton, Can. Winnipeg

The most seasonable and fastest moving stock you can carry

BLUE LABEL TUNGSTEN LAMPS



Made in Canada and advertised throughout the Dominion by

The Canadian Tungsten Lamp Co., Limited

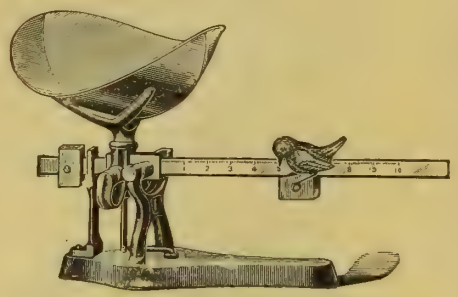
Montreal Hamilton, Ont. Winnipeg

A RELIABLE HOUSEHOLD SCALE

IS INDISPENSABLE IN EVERY UP-TO-DATE KITCHEN

It will be found useful every day in the week, and every week in the year, and only those who use them know what a convenience they are.

10 lb.



No. 212—Capacity 1 oz. to 10 lbs.

Every Scale is inspected and stamped by Government Inspector.

25 lb.

No. 214—Capacity ½ oz. to 25 lbs.

Accurate, Durable and Very Moderate in Price. **Can be used for Commercial Purposes.**

MADE IN CANADA BY

THE BURROW, STEWART & MILNE CO., LIMITED

HAMILTON TORONTO MONTREAL WINNIPEG

No Speculation When You Handle "BISSELL'S"

Our policy of standardized prices is as much an asset to merchants handling the line as is *BISSELL mechanical superiority.*

We give you the *best line* in the world, a line now made complete by the recent introduction of BISSELL'S Vacuum Sweeper and Cleaner. We back it with BISSELL *prestige* and *advertise* it in every national publication of importance, always stating the retail price.

Thus no merchant selling BISSELL'S has to even consider the conditions existing in the general "vacuum" market, nor risk wiping out profits through the necessity of meeting recklessly cut prices.

On every BISSELL sale made the margin of profit is established—

A reasonable, legitimate interest on the original sum invested whose volume is assured through the fame and popularity of the BISSELL name.

Better Take Advantage of the Annual BISSELL'S Christmas Offer

It contains some unusually attractive inducements which liberally reward your efforts in pushing the Bissell line. Get a copy of our Christmas Offer Announcement for full particulars.

Bissell Carpet Sweeper Co. Largest Exclusive Mfrs. of Carpet Sweeping Devices in the World **Grand Rapids, Mich.**

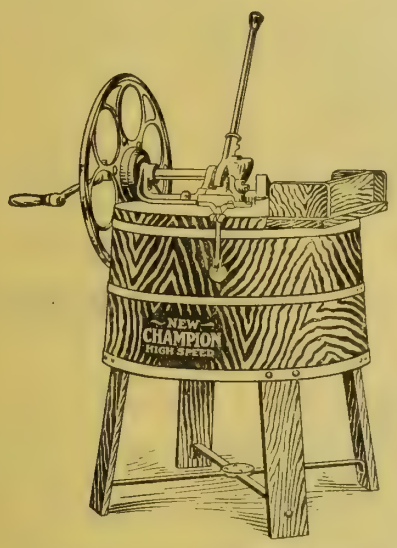
Made in Canada, too **New York (25 Warren Street)** **Paris** **Agencies Everywhere**

Make More Money Selling These

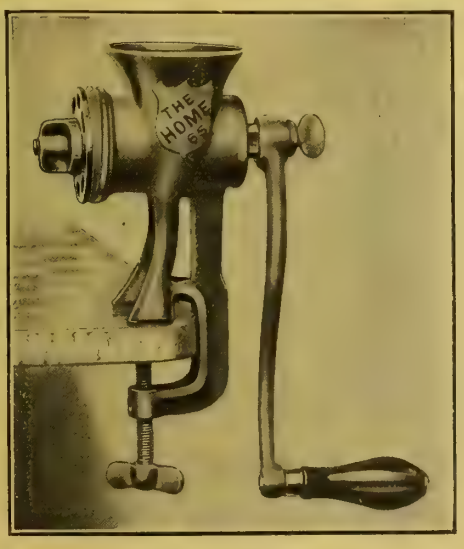
Maxwell

Lines. Well Made—Well Known and Well Advertised

HERE ARE THREE MAXWELL LINES
GREATLY IN DEMAND JUST NOW.



HIGH-SPEED CHAMPION WASHER
A perfect and complete washer which almost runs by itself. It has a lever at top, also crank handle at side, both equally easy to use. Not a better washer on the market than this.



HOME 65 FOOD CHOPPER
One of the best selling lines you ever handled. A new machine made in standard family size, much stronger than the ordinary type of machine, embodying all the latest principles. Cap fits close, rendering the machine quite watertight. Supplied with different cutting plates.

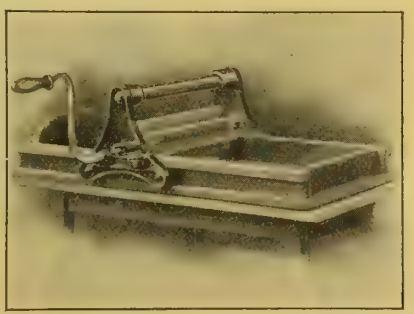
Maxwell lines are well known and well advertised. Everywhere the demand is growing continually and you will find any of these Maxwell lines quick sellers and good profit-getters---simply because they are what the people want.

Write to-day for Illustrated Catalogue

MAXWELLS LIMITED

St. Marys, Ontario

FAVORITE CHURN
More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller bearings, easy running and durable. Note the bow lever handle, adjustable to turn left or right, as desired.



BRITISH BUTTER MAKER
results in better butter and bigger profits. Adopted by the best dairies in Great Britain and Canada. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.

FALL HOUSE-CLEANING

requirements will now be in demand

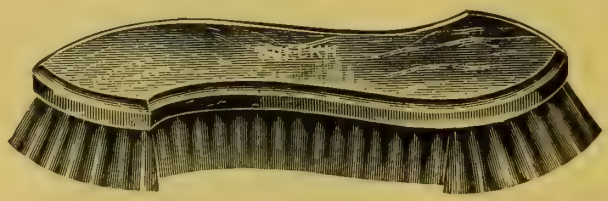
Be sure your stock is complete—for you cannot afford to take chances of losing sales.

BOECKH TRADE MARK EST'D 1856 TORONTO

A GOOD DISPLAY OF

Boeckh's Household Brushes

such as **Bannister Brushes, Hair Brooms, Scrub, Shoe and Stove, Window and Waxing Brushes,** etc., will catch the eye of the housewife and be the means of effecting a **material increase in your sales.**



They comprise all the best selling designs and every one is backed by our guarantee.

Made in TORONTO

Write for prices and full details.

The Boeckh Bros. Company, Limited

TORONTO, CANADA

McFARLANE'S
Household Step Ladder

The Hardware store's best seller, made from clear, best grade Yellow Pine Lumber, with shelf lock and strong steel casting. It will pay you to sell the Household Step Ladder.

Write for Catalog and Prices on our complete lines of Ladders, Household Woodenware and Sleighs.

McFARLANE LADDER WORKS
TORONTO

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

CHRISTMAS SILVERWARE

See what we have to offer before placing your orders elsewhere.

Our line is most complete in every Department.

Three very reasonable priced new Specials from our line of Bake Dishes, Bread Trays and Casseroles, the quality of which is absolutely guaranteed.

Our Trade-Marks with which we stamp goods of this kind are well known and conform to the Gold and Silver Marking Act.

Canadian Wm. A. Rogers, Limited

Factories and Salesrooms: West King Street, TORONTO

Western Branch: Hammond Bldg., Albert St., Winnipeg, Man.

WISS
SCISSORS

WHEN you talk "Quality" you talk "Profit." Wiss is the world's word for quality in Scissors and Shears.

You can make good profits by putting in a line of Wiss Scissors and Shears. The demand for them in America is far greater than for any other high-grade brand—ample and convincing proof that Wiss Scissors and Shears stand first in quality and reliability in the minds of all users.

And not only that—Wiss Shears are in demand in all points of the world—East to West—even in Sheffield their supremacy is recognized.

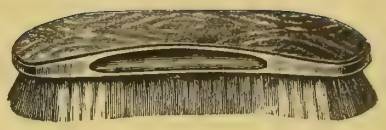
Not only do we make extensive lines of Shears and Tinner Snips, but to-day we are making under one roof complete lines of Scissors for every conceivable use. These Scissors are of exceptional quality—all forged of Crucible Steel, correctly tempered and beautifully finished.

A request will put you in touch with our Canadian Representative. Write to us for particulars and catalogues.

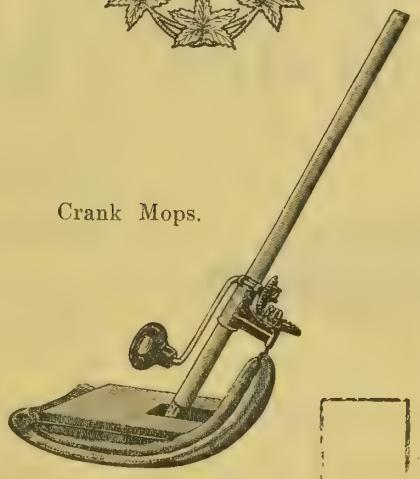
J. WISS & SONS CO., NEWARK, N.J., U.S.A. Toronto Office, 193 Spadina Ave.

Manufacturers of High-Grade Shears, Scissors, Razors, Tinner Snips, Cutlery since 1848

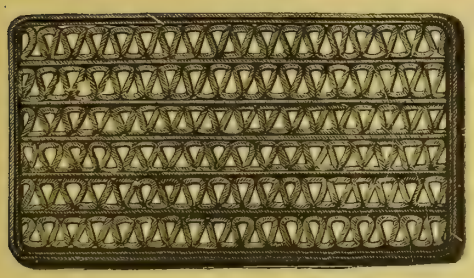
Superior Oval Willow Clothes Baskets.



Clothes Brushes.

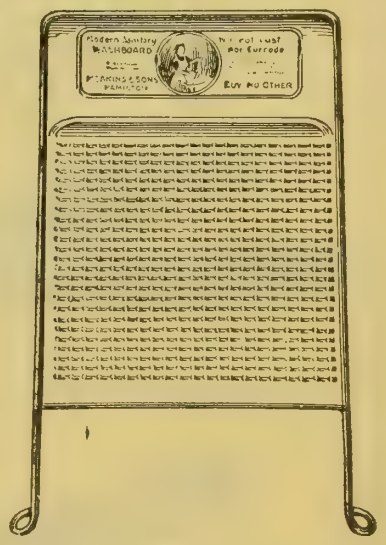


Crank Mops.



Plain and Skeleton Mats.

Feather Duster.



Meakins Sanitary All-Metal Washboards

6 Points of Excellence:

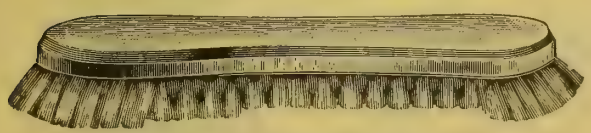
1. Wear longer than five Wooden Washboards.
2. No place for dirt to collect.
3. No smell after washing.
4. No nails to come out and tear clothing.
5. No zinc to come loose and cut hands.
6. No possibility of becoming rusty.

An Exclusive line to be had at a Standard Price, whether from the Factory or from Jobbers.

Hair Brooms.

Bannister or Dust Brushes.

SCRUBBING BRUSHES



Regular Shape Scrubs.

Solid Back. Made with both a Pointed and a Rounded Wing.

Household Goods

that are attractive in quality, appearance and price

IN SELLING MEAKINS GOODS YOU GIVE THE BUYERS A SATISFACTION THAT BRINGS THEM BACK FOR MORE.

Send for our catalog showing complete line—then order the goods you need from your jobber.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I·XL Razors

No. 1000

Guaranteed Finest English Steel

No. 2000

Hollow Ground, Fully Concaved, Gold Etched

This very popular line is stocked by all leading jobbers, in all styles and finishes.

Ask your jobber for samples.

Manufactured by

GEO. WOSTENHOLM & SON

Sheffield, England

A. MACFARLANE & COMPANY
MONTREAL, Canadian Representatives

Are You Getting Your Share

of Brush business? Whether you are or not we can help you to get more.

We can supply your Brush requirements from an Artist Brush to a Street Sweeper at PRICES that will spell better PROFITS and QUALITY that will build up your SALES.

START SOMETHING

by specifying *SIMMS* on your next Brush Order.

For sale by jobbers throughout Canada. If your dealer cannot supply you, write us direct.

T. S. SIMMS & COMPANY, Limited

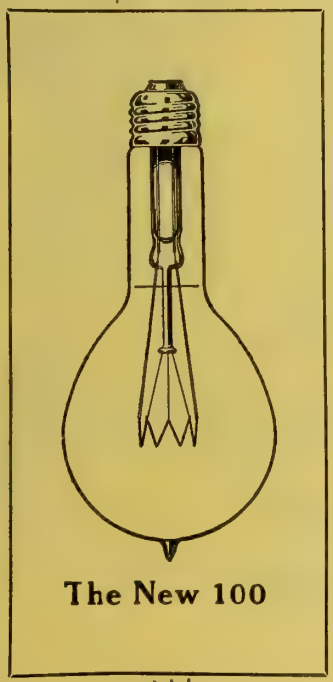
Only Makers of Set-in-Rubber Brushes for Canada

ST. JOHN, N.B.

SIMMS TRADE MARK

SIMMS SET IN RUBBER

A New Store Lamp



THE new 100-watt *Mazda C* Lamp is your present opportunity. It is essentially a store lighting lamp—for display windows and interiors. Its whiter light will bring out all the attractive points of the merchant's wares. The concentrated light source makes the re-direction and maximum utilization of light certain.

That's the lamp. The field is all around you; stores—display windows and interiors.

Your strongest, most convincing talking point is the lamp itself.

Light your own windows first. *Demonstrate the lamp itself to your prospect.* Sell one merchant lamps for his window to-day and you'll sell his neighbors to-morrow.

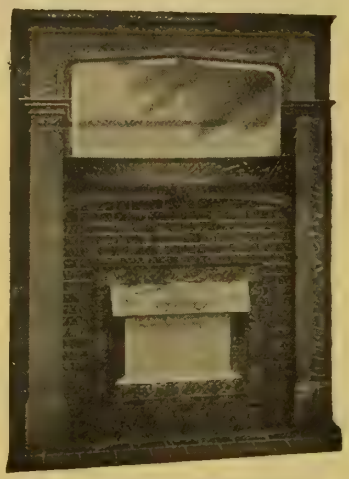
Sunbeam and C.G.E. Mazda

The Way to Better Light

CANADIAN GENERAL ELECTRIC CO., Limited

Manufacturers of Electrical Apparatus and Supplies for Railway, Light and Power Purposes.

HEAD OFFICE: Toronto. DISTRICT SALES OFFICES: Montreal, Halifax, Ottawa, Cobalt, Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Oval

APPLE

Picking

BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

ORDER NOW.

Walter Woods & Co.

Hamilton - Winnipeg

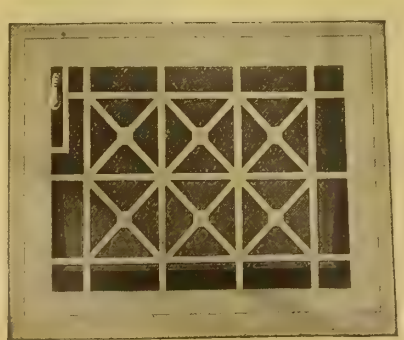
Have You Received Our New Catalogue?

"Hercules" Lamps
Flashlights
Batteries
Wires and Cables
Supplies.

We have a special proposition for dealers. Write Dept. "A."

Volt Electric Co., Limited

TORONTO



The "Quick Set"

Our Service is Acknowledged Superior in Every Detail.

Furnace Registers

AND

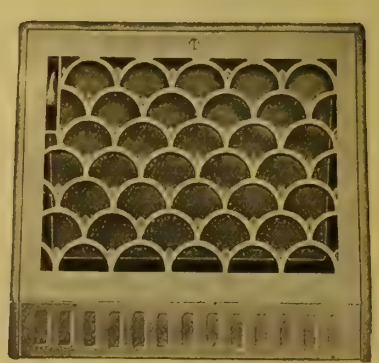
Ventilating Specialties

ALL STYLES, SIZES AND FINISHES

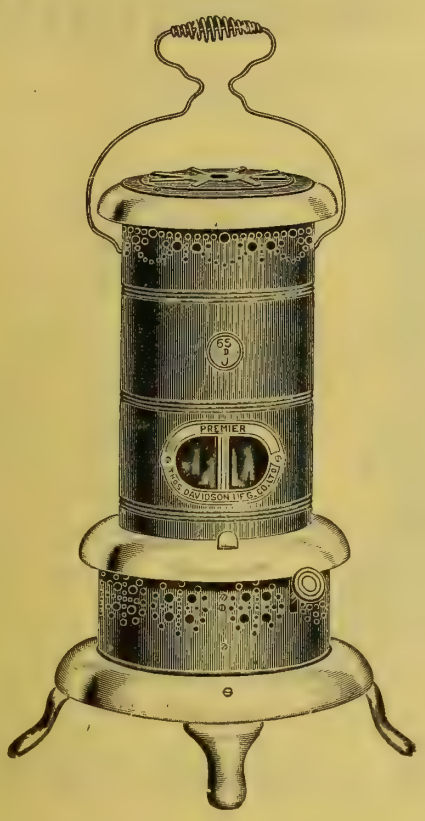
Tuttle & Bailey Mfg. Co.

of Canada, Limited

Bridgeburg, Ont. Branch—WINNIPEG



The "Semi-Scale"



Davidson's Oil Heaters

Premier and Colonial

These are just the thing for the chilly Fall days. They are clean, convenient and safe. They give an intense heat without smoke or odor, and can be placed in any room or corner where heat is needed.

One gallon of oil will give **ten hours'** solid comfort for heat in any home.

"Premier" has full nickelled trimmings and brass front.

"Colonial" has japanned trimmings and steel front.

WRITE FOR PRICES.

Mail orders promptly attended to.

The Thos. Davidson Manufacturing Company, Limited

Toronto MONTREAL Winnipeg

SELF-FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES

The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co.

LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

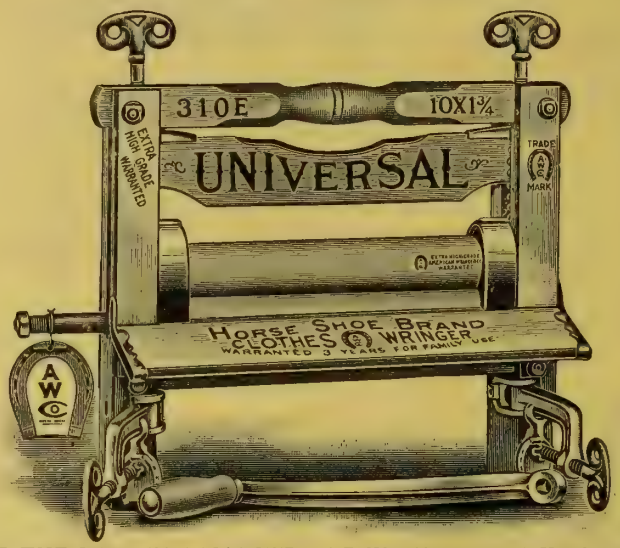
ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

The **Magnet** Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

"COMFY"

Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

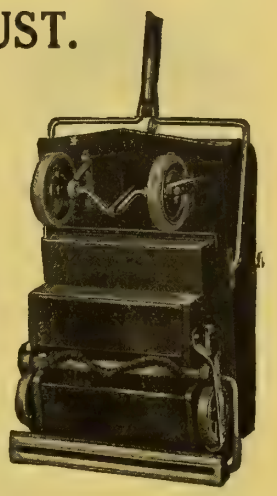
Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA

CAVALIER VACUUM SWEEPERS

EAT THE DIRT. SWALLOW THE DUST.



Low cost—within the reach of all. Can be used under beds, couches and other furniture.

Have three bellows, assuring continuous suction. Double steel cone, annular ball-bearings.

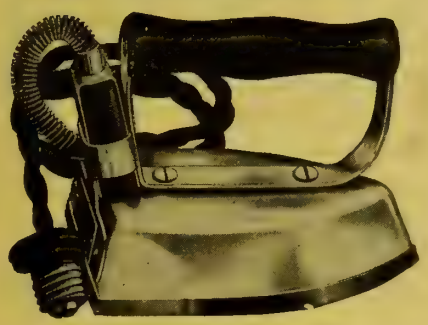
A 1915 product of quality and efficiency.

O-CEDAR MOPS AND POLISH

THEY SELL ON SIGHT.

TIME AND LABOR SAVERS FOR THE HOUSEKEEPER.

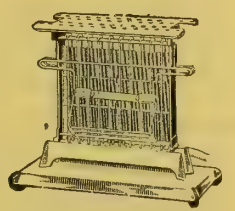
Largely advertised. Fully guaranteed. We keep all sizes and shapes of the Mops, the Dusters and the O-Cedar Polish.



COLBORNE
HIGH-GRADE ELECTRIC IRONS

EVEREADY

FLASHLIGHTS
Full Variety



UNIVERSAL
NICKEL-PLATED
TOASTERS

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

1073 Hamilton Street
VANCOUVER

ORIGINAL "HENDRYX" NEW STYLE

No. 8000

A WORD FOR QUALITY

THERE IS ONLY ONE

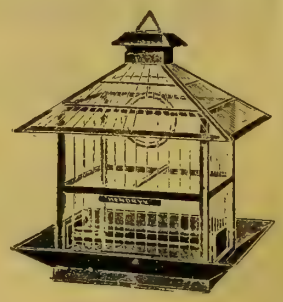
"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

New Haven, Conn.



No. 8020

A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

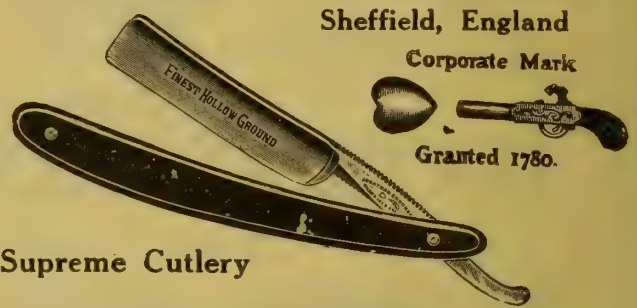
85 Cliff Street New York City

Scale Makers Since 1835

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Table and Pocket CUTLERY

CABINETS AND CASED GOODS

RAZORS, SCISSORS

HRS & Co.

To ensure that the goods you buy are of

BRITISH MANUFACTURE

see that they bear the

FLAG AND CROWN

Registered Trade-Mark

of

HENRY ROGERS, SONS & CO., LTD.

SHEFFIELD

MADE ESPECIALLY FOR CANADA'S BEST TRADE

HENRY'S TRIUMPH, the Acme of Razor Perfection

Write for catalog of complete line to

Sole Agents for Canada:

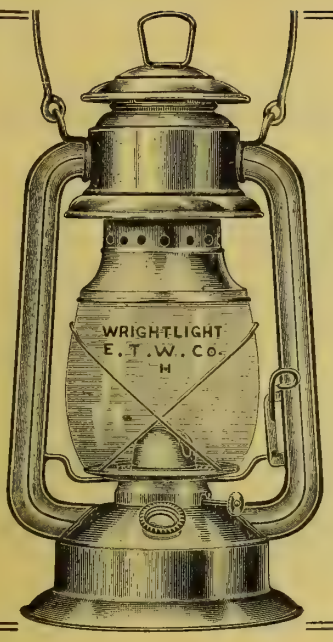
SAUNDERS & WAINWRIGHT

204 St. Nicholas Bldg.

MONTREAL

Made in the Second Largest Razor Factory in the World at

Geneva, N. Y. U.S.A.



The Days are Growing Shorter

SHORT DAYS and LONG NIGHTS are nearly here. Are you ready to take advantage of this opportunity to increase your sales of

WRIGHTLIGHT LANTERNS

Your early-rising customers and those with chores awaiting them at night already appreciate the value of a good, reliable Lantern.

What time could be better than the present to introduce the "**WRIGHTLIGHT?**"

Remember the "**WRIGHTLIGHT**" gives 50% more light than an ordinary lantern, and the WRIGHT construction guarantees a steady light, no matter how hard the wind blows.

Now is the time to make that window display of lanterns.

E. T. Wright Co., Limited, Hamilton, Canada

"I can sift ashes now."

Canada Dustless Ash Sifter

makes ash sifting thorough, easy and clean

Permits no waste, cuts coal bills in two, and lasts a lifetime. A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Sell one to a home and you'll soon sell to the next door neighbor, as users invariably recommend them.

Sold by leading hardware dealers.

Write for particulars.

J. SAMUELS, 275 Queen St. W., Toronto, Ontario

BROOMS

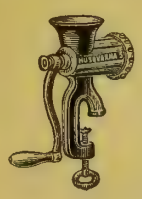
A Better Broom for Less Money

Victoria Brand Brooms are made in Canada, from the finest selected American Corn. Made to retail from 25c. to 60c.

Write for discount—You will be interested.

American Broom Works—St. Bazile de Portneuf, P.Q.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co.
Unity Bldg., Montreal

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

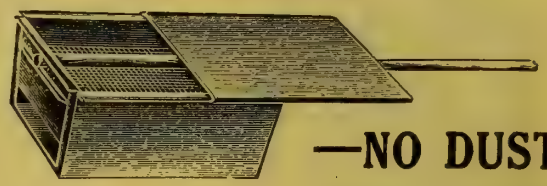
By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Soren Bros.
MANUFACTURERS
TIN, GALVANIZED & JAPANNED WARE
545 to 549 King St., W.
TORONTO

The "Daisy" Ash-Sifter



—NO DUST when sifting

Just as dustless as the more expensive dustless sifters, and our large output enables us to manufacture them at a very reasonable figure. Very easy to handle, and a most satisfactory ash sifter for all purposes. It is a line that will sell on sight.

We also manufacture **Wash Boilers, Japanned Garbage Cans, Cake Tins, Drip Pans, Bake Ovens, Pie Plates, Cake Cutters, Bread Boxes, Bread Toasters, Etc., Etc.**

Drop a card for catalog, showing complete line.

FRANCO TRADE MARK

FLASHLIGHTS

Awarded Gold Medal at the Panama-Pacific International Exhibition, San Francisco, 1915.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, TORONTO, ONTARIO

Always the latest and best in Electric Novelties

A Clean, Safe and Economical Gas Lamp

We have a handsome proposition for wholesale and retail selling agents.

Write to-day for particulars.

The Wells Patent Self-Generating Acetylene Lamp gives a pure, soft white light, free from smoke or smell. Burns from 5 to 8 hours on one charge, and is particularly suitable for farmhouses or places far removed from city gas supplies.

The Lamp is easy to operate and clean; is more economic than oil, and has a very attractive appearance.

Household Utilities Manufacturing Co.
Room 215, Dominion Savings Building
LONDON, CANADA

A Snappy Seller!

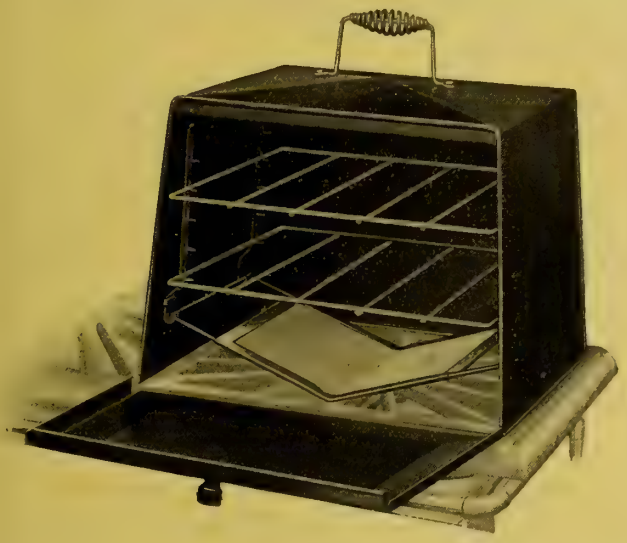
The Kitchen Kumfort Oven

Heats quickly, so that the baking is partly done by the time it would take to heat up the gas stove oven.

IT IS A GAS SAVER, because food will bake in the same time on a 20 ft. burner on top of the stove as in the gas stove oven in which a 40 ft. burner is used, and if gas costs $1.00 per 1,000 feet, this means a saving of 2 cents per hour; not much saving in one hour perhaps, but in a month, well worth saving. In addition to this, **there is the saving of expense of heating the large oven to the baking point.**

It will bake Potatoes, Biscuits, Pies, Meats, in fact, anything that can be baked in any oven can be baked in the Kitchen Kumfort.

Can be used to equal advantage on coal oil stoves.



Size, 12 in. x 13 in. x 10 in. high, made of full finished Wellsville steel, fitted with two re-tinned adjustable shelves and an asbestos-lined heat deflector.

Six occupy about the same space as two ordinary square ovens of the same size. This means not only **less room taken in your store,** but lower freight rates and less weight, because less packing material is needed. Your first cost is no more and **your transportation charges are very much reduced.**

The ovens are packed one-half dozen in a corrugated shipping case and not in a wood box, as shown in the illustration.

Write us for prices to-day.

Andrews Wire Works of Canada, Limited

WATFORD, ONT.

The Most Information
The Most Entertainment
—and All Made-in-Canada

Here are a few of the features which make the October issue of MacLean's the best number yet put out by this aggressive magazine.

"The Woman Question," by *Stephen Leacock,* an article that presents a new viewpoint on a vexed question. It is presented in the virile, readable style of Canada's great humorist.

"Canada's Opportunity," by *Agnes C. Laut,* a powerful article on financial and trade conditions arising out of the war.

"Tryst," by *Alan Sullivan,* a short story that for sheer perfection of style equals anything that Mr. Sullivan has ever done.

"The Wicked Partner," by *H. F. Gadsby,* a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse,* a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert,* an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by *W. A. Craick,* an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and *our Review of Reviews Department, which contains condensed versions of the best articles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of such value that you need MacLean's for this department alone. There are twenty articles in the October issue carefully selected as the most informative and interesting published the world over.*

Special Offer—To new subscribers only. In order to introduce MacLean's Magazine into homes where it is not now read, we are giving the magazine for eighteen months for price of twelve—see coupon below.

A Special Offer to You.

MacLean Publishing Co., Ltd.
Dear Sirs:
Enter me as a subscriber to MacLean's Magazine for eighteen months, starting with your October number, and on receipt of invoice I will remit $2.00.

Name ....

Address ....

MACLEAN'S MAGAZINE

THE MACLEAN PUBLISHING CO. LIMITED

143-153 University Avenue . - Toronto, Ontario

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Ontario Incorporations

Canadian Cartridge Co., Ltd., capitalized at $400,000, head office Toronto, to manufacture brass, bronze, iron, steel, etc., and to trade in brass and bronze cartridges, shells, etc.

Increased Capital

The Canada Malleable and Steel Range Manufacturing Co., Ltd., has been authorized to increase the capital stock of the company from the sum of two hundred and fifty thousand dollars to the sum of three hundred and fifty thousand dollars.

Howland's Honor Roll

The honor roll of employees who have left the employ of H. S. Howland, Sons & Co., wholesale hardware merchants, Toronto, to join the colors, contains the following names:—L. Tomlinson, R. Quinton, T. Moulds, G. Redman, M. Porter, G. Phillips, Wm. Hall. Luke Tomlinson and Robt. Quinton left with the first contingents, and are reported to be somewhere in France.

Opens Toronto Office

P. A. Cheevers and Company, who have been conducting business as manufacturers' agents at Windsor, Ont., have removed their office from that place and opened an office in the Tanner-Gates building, 28 Adelaide street West, Toronto. Mr. Cheevers has taken on several new lines, and now has representatives calling on the trade.

Hardwaremen Married

Amherst, N.S.—The marriage took place recently of William G. Ayer to Miss Ariel Blanche Phillips. Mr. Ayer is connected with the office staff of Dunlop Bros. & Co., wholesale and retail hardware merchants.

Lunenburg, N.S.—The marriage took place here recently of James A. Cousins to Miss Gertrude Gilfroy. Mr. Cousins is a member of the travelling staff of A. M. Bell & Co., Halifax, N.S.

Business Changes

Durham, Ont.—C. J. Furber & Co., manufacturers of weather strip, etc., have dissolved, T. G. Goodchild continuing.

Hawkesbury, Ont.—L. P. Beauline, hardware, has been succeeded by Hawkesbury Hardware Co.

Bounty, Sask.—H. H. Davidson, hardware, has added a stock of groceries.

Montmartre, Sask.— — Thos. Malhoit, hardware, has been succeeded by P. Goulet.

Obituary

St. Catharines, Ont.—The death occurred here on Sept. 27 of Hugh J. Conn, who for 23 years conducted a stove and plumbing business. At the time of his death Mr. Conn was 53 years of age.

Ottawa, Ont.—The death occurred here suddenly of James W. Powell, a representative of the Page Wire Fence Co. Mr. Powell, who was in his 51st year, was in charge of an exhibit at the exhibition, and his death was caused by the bursting of a blood vessel. Mr. Powell had been connected with the Page Wire Fence Co. for upwards of fifteen years.

Personals

C. Barker, who has been on the staff of the Union Bank at Morse, Sask., for several years, has severed his connection and joined the staff of J. J. Williams, hardware merchant, Vanguard, Sask.

Many in the hardware trade in the Province of Quebec will be pleased to learn that George Browne, who has been representing Caverhill, Learmont & Co. in that territory for the past thirty-five years, is improving nicely from his recent serious illness.

The Atlantic City Convention

The program of the twenty-first annual convention of the National Hardware Association of the United States, to be held at the Marlborough-Blenheim, Atlantic City, N.J., on October 13, 14, 15, 1915, will surpass any past programs of the association's conventions. Actual count of those who have expressed their intention of attending the convention indicates that the convention will be largely attended as usual, and that the attendance will be if anything, greater than at previous well attended conventions.

Incorporations

The incorporation of the Electric Zinc Company, with a capital of $24,000, and headquarters at Sherbrooke, Quebec, is announced from Ottawa, and may be regarded as one of the results of the Government policy of granting a bounty on Canadian produced zinc in the event of an early termination of the war suddenly reducing the present market values.

Other recent incorporations include the Castings Company of Canada, $49,000, and Heating and Engineering Company, Montreal; also the Sorel Steam Foundry Company, $100,000, Sorel, Que.

Join the Colors

Guelph, Ont.—Two members of the staff of H. Occomore & Co., C. C. Letheren and F. Anderson, have enlisted for active service. Before their departure they were the recipients of wrist watches from the company and staff.

Fredericton, N.B.—Albert McElveney of the staff of R. Chestnut & Sons, has enlisted with the 64th Battalion at Sussex. Before leaving Mr. McElveney was presented with a military wrist watch by R. Chestnut & Sons, and his fellow employees.

Winnipeg Notes

Winnipeg, Man.—A. Macfarlane, of Montreal, was in the city all last week calling on the trade. Mr. Macfarlane represents many of the largest manufacturers of hardware and cutlery in Great Britain, Canada and the United States, and is on his way through to the Coast.

Stanley C. Morse, of the Miller-Morse Hardware Co., left last Thursday morning for Montreal, and from there will go to New York and Chicago before returning home.

Walter Eaglestone, of Readlyn, Sask., has added a stock of hardware to his machinery and implement business.

N. K. Devlin has moved his general store stock from Assiniboia to Govenlock, Sask., and will carry in future a stock of hardware.

K. Litzman, of Canora, Sask., has started in the hardware business.

Trade Notes

A Glasgow firm formerly supplied with broom handles and wood rollers for towels, is now desirous of entering into negotiations with Canadian manufacturers. The firm is prepared to import

from 6 to 8 carloads a year, to pay 11s. per gross f.o.b. Atlantic port, and to take charge of the S. S. freight and other charges. The firm requires broom handles to be made from soft wood, spruce, fir, white pine or basswood. Further details regarding dimensions, etc., may be secured from the Department of Trade and Commerce, or the Editor Hardware and Metal, Toronto.

W. J. Egan, Trade Commissioner at Capetown, has forwarded the Department of Trade and Commerce information regarding the types of wheelbarrows which are popular in South Africa. Interested firms will be supplied with details upon request. Illustrations of the three more important types have been forwarded in the hope that Canadian firms who are interested in the openings in South Africa will avail themselves of the market now offering.

As a result of inquiries made by certain firms making saws and sawing machinery, some statistics regarding the market for saws in Latin America have been given out. According to the 1910 census, there were 283 sawmills in the Argentine Republic which employed a total of 8,081 persons. The value of local material used was $4,923,500. The timber cut is quebracho. Chiselled-bit or inset-ed-tooth circulars are the only saws that will successfully cut quebracho without overheating. The imports of machine saws for 1912 were 233,038 pounds. The principal countries for supply were: France, 82,507 pounds; Great Britain, 52,274 pounds; Germany, 50,899 pounds: United States, 44,100 pounds. In 1913 the total imports were 244,523 pounds, and in the first six months of 1914 they were 85,608 pounds.

CATALOGUES AND BOOKLETS

Cutlery, Butchers' Tools, Etc.

John Chatillon & Sons, New York, N.Y., have issued catalogue No. 17, attractively gotten up, featuring cutlery, butchers' tools, etc., under the brand Foster Bros. In addition to the Foster line, there are catalogued goods of a kindred nature. The catalogue is excellently illustrated. A few of the many lines featured are butcher knives of various patterns, French cook knives, kitchen knives, ham slicers, bread knives, carvers, slicer forks, paring knives, shoe knives, putty knives, wall scrapers, cheese knives, butter spades and trowels, palette knives, tenderers and masticators, fish splitters and knives, clam knives, butchers' supplies, ham tryers and stringers, steels, cleavers, ice picks, ice cutting machines, cheese and butter tryers, butchers' saws, meat choppers, sausage stuffers, domestic presses, vegetable cutters, and many other lines.

Hardware Letter Box

Magnolia Metal

A. M. Bell, Halifax, N.S.—"Kindly give us the address of the maker of Magnolia Metal."

Magnolia Metal Co., 225 Ambroise St., Montreal, Que.—Editor.

Rover Bicycles

E. B. Davis, Cayuga, Ont.—"Could you tell me where the Rover Bicycle is made, and from whom supplies could be secured?"

The Rover Bicycle is made by the Rover Cycle Co., Coventry, Eng., and repairs can be secured from the Humphrey Bicycle & Motor Co., 55 Bulwer street, Toronto, Ont., and the Planet Cycle Co., 69 Queen street East, Toronto, Ont.—Editor.

Trunk Handles, Casters and Hinges

John Corbett, Kingston, Ont.—"Could you tell me from whom I could secure Trunk Handles, Casters, Catches and Hinges?"

Handles.—The Adams Mfg. Co., Toronto, Ont.; The Christie Trunk & Bag Co., Amherst, N.S.; Hugh Carson, Ottawa, Ont.; The Berlin Trunk & Bag Co., Berlin, Ont.

Casters. — The Jas. Smart Mfg. Co., Brockville, Ont.; The Onward Mfg. Co., Berlin, Ont.

Hinges. — Canadian Yale & Towne, St. Catharines, Ont.; Taylor-Forbes Co., Guelph, Ont.; The Jas. Smart Mfg. Co., Brickville, Ont.; Springer Rock Co., Belleville, Ont.

Catches or Clasps for Trunks.—Montreal Hardware Mfg. Co., Montreal, Que.; Springer Lock Co., Belleville, Ont.—Editor.

The Maker of the "Sweeper-Vac"

Cameron & Leacock, Smith's Falls, Ont.—"Do you know where we could buy a 'Sweeper-Vac'?"

Sweeper-Vac, Limited, Mappin Bldg., Montreal, Que.—Editor.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1047. **Ironmongery.**—A British firm is open to purchase wire nails, twines and hand tools.

1049. **Automobile Accessories.** — A British firm is open to purchase large quantities of motor car and motor cycle stampings, forgings, pressings, etc., or anything connected with pleasure car, commercial lorry or motor cycle work. Prices delivered Birmingham. State time necessary to execute orders.

1051. **Ironmongers' Supplies and Agricultural Implements.**—A British firm inquires for dowels, washboards, nuts and bolts, screws, wire nails and belting. Prices delivered Liverpool. They are also open to represent a manufacturer of agricultural implements.

1053. **Ironmongery.**—An English firm is open to buy iron and brass screws for wood; also bolts and nuts and wire nails. Prices delivered Bedford, England.

1055. **Steel Wire.**—A firm in England is in a position to buy barbed wire, 6 and 7-gauge, in ten-ton lots.

1056. **Asbestos Cement.**—A firm of cement and building material factors in Manchester wishes to obtain immediate supplies from Canadian manufacturers of asbestos cement, roofing slates and building sheets.

1059. **Pulp and Asbestos.**—A French commission firm desires to get in touch with Canadian concerns who wish to sell their products in France on a commission basis.

1061. **Disinfectants, Concentrated Lime Sulphur.**—A Cape Town commission firm asks for samples and quotations on disinfectants. They are also prepared to purchase and advertise or handle on commission a brand of highly concentrated lime sulphur.

SEND IN YOUR RAZORS.

Old or spare razors are needed for the troops at the front. Large numbers have already been received but many more are needed. Hardwaremen throughout Canada are co-operating in the movement. Are you doing your bit? Hardwaremen are requested to kindly forward razors without delay to Thos. B. Lee, 30 Front St. East, Toronto.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

SUDDEN and far-reaching price changes in hardware and allied lines have been occurring with such frequency during the past few weeks that the trade in general looks forward to a batch of new prices each week.

This week has been no exception and some very important price changes have taken place. A further decline of 50 cents per 100 pounds has taken place in white lead. When a decline of 50 cents took place, as announced in Hardware and Metal on September 18, still lower prices were predicted. Hardware and Metal in referring to the decline at that time stated as follows: "The new basis is not by any means a strong one, and there are likely to be further declines in the future. It might be noted that the advances in white lead since the beginning of the war have been $1.50, and that to-day pig lead is little dearer than it was on August 1, 1914, except for the addition of 7½% to the duty." Offsetting the decline in white lead there is an advance in the price of linseed oil. Various firms have advanced prices from 5 to 8 cents per gallon. There has been an advance of nearly 10% in the price of black rivets. The new discount will probably be 70% as against 72% as formerly. Owing to a scarcity of certain kinds of steel an advance is expected in the price of drills. Set and cap screws will also advance in the near future. Following the advance in prices of wire products at Toronto and Montreal last week, several advances have taken place at Winnipeg this week. Bar iron, wire nails, barb wire, plain and coiled galvanized wire and fence staples have all advanced ten cents per 100 pounds; annealed wire and bale ties have advanced fifteen cents and linseed oil has advanced five cents. Western hardware jobbers report that orders are coming in more freely than had been expected and future prospects are bright. The optimistic war news, combined with the fine weather during the week has had a beneficial effect on trade generally. Stove men report that the recent cold spell started a movement in stoves, which has continued satisfactorily ever since. The metal markets are steady and practically unchanged, with very little business passing outside of the demand for metals used in making ammunition and war supplies.

Steel mills are working to full capacity. Some firms in fact have recently increased their producing capacity but are still unable to meet the demand for billets and rounds.

MONTREAL

MONTREAL, Sept. 30.—The welcome news that the Allies have taken the offensive and made good progress on the Western front has had the effect of creating a more favorable business sentiment and this is evident in the hardware trade. At the same time the weather has continued seasonably cool, which has helped the movement of fall and winter lines. Altogether the feeling is noticeably improved and there is a marked contrast to the conditions last fall, even though during the most uncertain periods since the war broke out, hardware stood the strain of general business disorganization probably better than any other trade. However, buying is largely confined to the staple lines as yet and the bulk of the business is in country goods of a substantial and practical character and, even though the good crops may bring a broadening of the demand as regards luxuries, it cannot be expected that the consumption will be normal while the war lasts, especially with the poor demand in the city. Some manufacturing lines show marked improvement, but generally speaking industrial and construction materials are quiet. The improvement in the stove business is continued.

Some further price adjustments have been made but generally speaking changes have been delayed in Montreal pending the outcome of the meeting of the Wholesalers' Association at Toronto. There is to be a big advance on steel drills and an increase in the price of set and cap screws of about 17 per cent. Iron is now generally quoted at $2.10, covering an advance of 5c which has been made gradually. Black iron rivets have been advanced about 10 per cent. General adjustments have been made on wire as announced a week ago and an additional advance of 32½c has been made on barb. Another cut of 50c on white lead, an advance of 5c to 8c on linseed oil and some increases on low quotations of 2c on turpentine are features of the paint section.

Copper has advanced a half cent and lead a quarter, but generally the metals have been steady. The strength is due to improved inquiries from the other side of the Atlantic, in which the prospects for an improvement in the exchange and the better war news are probably factors.

Tin.—Quotations on tin are unchanged but firm on an advance of nearly 1c in New York since last report. This has been the result of advances in London,

MONTREAL QUOTATIONS.

Tin	41c-42c
Spelter	19c-20c
Copper	21½c
Lead	6¼c-6¾c
Antimony	35c
Solder, ½ x ½	25c-27c
Solder "strictly"	27c-29c
Aluminum, Ingot	50c lb.
Wire Nails	$2.50 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

where the good feeling over the war news seems to have had effect. Large American consumers do not show the least interest in the change of sentiment referred to; they have good stocks and are well brought up, while the outlook for business during the winter months is not considered at all bright.

Spelter.—The spelter situation is firm but unchanged. There have been fractional advances in New York on the strength of foreign sentiment and some better inquiries for futures. However, the opinion is expressed that the improvement on futures is due to small dealers looking for higher prices while they might maintain the market in a more healthy position by selling as the demand arises at present quotations.

Lead.—Quotations for lead are slightly firmer and the present basis of 6¼c to 6¾c covers an advance of ¼c on the top of the range. The American Trust has made no change in price, but an advance had evidently been anticipated and second-hands made an increase in their figures of 10c. However, late New York reports are to the effect that the interest has been narrow and that the attitude of large consumers would lead to the conclusion that they are well supplied.

Copper.—There is an advance of half a cent locally for copper, the new price being 21½c. This comes with a strength in New York which has resulted in fractional advances in that market. However, heavy buying which might have been expected after the Wall Street advances did not materialize. Producers are reporting that they have export, but American buyers are not taking hold with any great freedom. There is considerable interest in the "strike" in Arizona, which has recently taken on the appearance of a lock-out.

Antimony.—The figure of 35c for antimony is purely nominal. Supplies of Chinese and Japanese could probably be secured at under this figure, while for English the quotation could be fixed pretty much to his liking by the seller.

Aluminum.—The nominal quotation of 50c holds locally and supplies are very scarce at any price. New York reports that the Aluminum Company of America is quoting 31c, but as they are not in a position to make deliveries before the middle of next year, this figure has little bearing on the situation and the spot price on that market is nominally $48.50.

Solder.—There has been no further change in the solder situation following the reduction of 1c a week ago. The quotations on raw materials are comparatively steady. Half-and-half is quoted at 25c to 27c and strictly at 27c to 29c.

Galvanized Products.—Prices on all galvanized products are unaltered, and there is little to indicate an immediate change. The reductions in spelter have not had the effect which might have been expected for the reason, evidently, that manufacturers never brought their prices to the high position which might have been warranted. Sheets and plates have been somewhat unsteady for a few weeks, but a reduction appears no nearer than at that time—in fact, there was an advance on Canada plates last week as reported. So far as galvanized ware is concerned, manufacturers are taking little interest. Their stocks will last for some time at present prices, which have reduced demand considerably, and with spelter on its present basis they could not successfully make new stocks to compete with cheaper substitutes.

Lead Pipe.—Despite predictions of a decline with the lead market, lead pipe continues to hold its position. The quotation for lead pipe is 9½c and for lead waste pipe 10½c. Lead sheets are also unchanged, as follows:

Sheets, 3-lb. sq. ft.	$8.25
Sheets, 3½-lb sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

Iron and Steel.—Iron and steel are very firm and for the former the price of $2.10 is now general, with 5c off on large quantities. The consumption of steel for munitions of war has unsettled the trade to a large extent and in many branches the output is at capacity.

Wire.–The advances on wire referred to in last report have gone into effect and the market is steady on the increases in sympathy with the American situation. Smooth steel wire was advanced 15c to a base of $2.60. Hay wire in coils was advanced 15c, No. 12 now being $3.20 with 10c added for No. 13, 15c for No. 13½, 25c for No. 14, and 45c for No. 15. Cut hay wire was advanced 15 per cent. reducing the discount to 10 per cent. Bright and galvanized staples were advanced 10c per 100 lbs. There were also advances of 5c on wire cloth and 10c on heavy straightened wire and bed rods.

Barb Wire.—Following the changes in wire referred to, there has been an important advance on barb wire. The price is now $3.47½c as compared with $3.15, being an increase of 32½c.

Black Rivets.—There has been s change on the price of black rivets covering an advance of nearly 10 per cent. The old discount was 72½ per cent. off, and the new will probably be 70 per cent. off.

Drills.—Owing to a scarcity of certain kinds of steel, and attendant difficulties in getting deliveries, it has been announced that there will be an important advance in the price of steel drills. Definite information is not available at writing.

Set and Cap-screws.—In the quotation on set and cap-screws there will also be a big advance. It is expected that this increase will be about 17 per cent. Higher cost of raw materials is the explanation given.

Screws and Nails.—The market for screws is unchanged and very firm. Dealers state that they are at a loss to understand why advances in prices have not been made in sympathy with the American market; they have been looking for increases for some time. There is continued difficulty in getting delivery of certain varieties of screws required for ammunition boxes. The movement for nails is small; quotations are $2.50 for both wire and cut.

Rope.—Demand for rope is reported as being quiet, but this is a seasonable state of the market. Quotations are unchanged as follows:

Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

Mechanics' Tools.—The business in mechanics' tools continues very satisfactory and as yet there is no indication of the demand falling off for those lines which are going into the hands of makers of munitions of war. Carpenters' tools are practically dead.

Sheet Zinc.—There is no change in the zinc market at 25c. The uneasiness which might have been expected with the decline in spelter seems to be deferred owing to it being impossible to get prices on futures. This prevents dealers from gauging the outlook and adjusting their quotations.

Arms and Ammunition.—The splendid demand for ammunition both for guns and rifles continues, although some of the sporting metallics are still scarce. The trade is somewhat confused over the new Winchester quotations, the discount locally being set at 7½ off and in Toronto at 5-5 per cent. off. An adjustment is expected shortly.

Brass Jack Chain.—On the recent advances in the price of brass jack chain, there has been a noticeable falling off in the demand, and it is feared that the increase, which will necessitate a change in the resale price, may affect the sale during the pre-holiday season when it is usually in strong demand throughout the province.

Carriage Heaters.—The movement of carriage heaters has commenced with the cooler weather. The indications are that there will be a good trade in this line this season. These heaters are coming into general use for automobiles and should be handled aggressively in the auto accessories department.

Skates.—Deliveries of skates are com-

mencing. ith German competition practically eliminated, the Canadian makers have risen to the occasion and, with new designs and new prices, are making what promises to be a successful effort to confine the business largely to Canadian products.

Other Seasonable Lines.—Other cold-weather lines moving are weather strip—for which there is a good demand—sleigh bells, snow shovels, hockey sticks, blankets, lanterns, stable equipment, etc. There is also a fairly good trade in glass of the smaller window sizes for repair work, and with it a call for putty and glaziers' points.

Stoves and Furnaces.—Manufacturers of stoves and furnaces report that the active fall trade is continuing and the improvement over a year ago is marked. The outlook for a fairly busy season is considered good. This movement applies to heaters of all kinds and furnaces. Stoves at lower price seem to have the favor but the range is fairly good. The bulk of the business is to country districts, but the city trade is also showing up better.

TORONTO

TORONTO, Ont., Sept. 30. — A number of important price changes have taken place this week, including a decline in the price of white lead; an advance of 7 cents in linseed oil; an advance of 10 per cent. in iron rivets. Poultry netting is now being quoted for spring delivery at 45 per cent. A further advance in the price of shotguns and rifles is predicted. The recent improvement in the stove trade continues and retailers report a very good movement in fall heating equipment. All wire products are very firm. High-speed tool steel has reached a high price level and is very scarce.

The metal markets remain unchanged and fairly steady, with the exception of solder, which has declined 1 cent per pound locally. Country trade continues to improve. Staple lines are in good demand and greater interest is being exhibited in lines required for the coming winter.

The fine weather and the good war news of the past few days have had a beneficial effect on business generally.

Toronto, Ont., Sept. 28.—The remarkable development in the export trade of Canada is shown in the returns recently issued by the Department of Trade and Commerce. In August alone the export of manufactured goods reached a total of over two million dollars, practically double that of the corresponding month last year. This heavy increase is largely attributable to the heavy output of war munitions. The returns of the export trade for the five months of the present fiscal year show a total of over two hundred million dollars, representing an increase of fifty million dollars. The value of imported goods shows a falling off of about four million dollars.

While the above condition is distinctly beneficial to the Dominion, the full effect has not yet begun to be felt. The domestic trade is still comparatively quiet, although a more optimistic spirit prevails in business circles. There is, generally speaking, a feeling of returning confidence, due to the large crops and encouraging trade returns.

The steel trade continues very active, due to the heavy demand for steel for munitions. The outlook in the trade was never better. The demand for machine tools has fallen off, on account of there being no new orders for shells placed recently. It is, however, confidently expected that there will be a revival of business at no distant date. There is little of interest to note this week in the metal markets. The trade is awaiting developments in the sterling exchange situation. The scarcity of aluminum is becoming more pronounced and prices have made a sharp advance. Apart from this the markets are steady.

Steel Market

The market is very firm, and the mills continue to do big business. The demand for steel for munitions is so great that Canadian firms have been obliged to import billets and steel rounds from the States, notwithstanding the fact that some of these concerns have recently increased their producing capacity. Prices are holding very firm, and an advance in bars may be announced at any time. The demand for steel, other than for shells, and export trade, is light.

The high-speed tool steel situation continues to cause considerable anxiety to consumers owing to scarcity and advancing prices. Stocks are getting lower, and the demand is becoming heavier.

Heavy export business is becoming a more dominant factor in the steel trade in the States than at any time since the beginning of the war. Large orders for bars for shells are being placed and deliveries are running into next year, being practically unobtainable this year. Prices are very firm, and the market generally has an upward tendency. There is a big demand for billets, and prices are naturally advancing. Bessemer and open-hearth billets have advanced again, and are being quoted at $24.50 and $25 respectively.

Pig Iron

There is practically no improvement in the foundry pig iron situation, and foundries are moving cautiously in buying for future requirements. Prices have advanced and Hamilton and Victoria brands are being quoted at $20.50 per ton.

Machine Tools

The demand for new tools has fallen off considerably, due to the lack of new shell orders, and also the difficulty of obtaining new machinery. Makers are in a sold-up condition, and deliveries are as backward as ever. This situation has resulted in a demand for second-hand equipment, although even in this case business has fallen off to some extent. Inquiries now are principally for tools for making shell parts, and quite a number of second-hand tools have been sold recently for making that part of a shell called a "Gaines."

Supplies

Business continues good and prices firm. Prices of high-speed steel cutters of all descriptions have been withdrawn on account of the difficulty in obtaining raw material. Boiler and structural rivets, ¾ in. and larger, have been advanced from $3.25 to $3.75. Solder, half-and-half, has declined 1c, and is now quoted at 23c per pound.

Tin.—The market is firm, with an upward tendency in London. There is, however, comparatively little interest being shown in either spot or future deliveries. The market is being adversely affected by the sterling exchange situation. Local quotations are unchanged at 38-39c pound.

Copper.—The market is still awaiting the big buying movement, which showed some evidence of starting about three weeks ago. Production of copper at the present rate is believed to be in excess of consumption, and hence it is believed that buyers of the metal are better able to hold off and purchase only for immediate needs than they were a few months back, owing to the heavy demand for copper for munitions. There is every probability of an increase in consumption when the sterling exchange situation improves. Quotations for copper locally are unchanged at 19½-20c per pound.

TORONTO QUOTATIONS.

Tin	38c-39c
Copper	19½c-20c
Spelter	16½c-17½c
Lead	6¼c
Antimony	36c
Aluminum Ingot	.50c-55c
Aluminum Pattern	50c-55c
Solder, ½ x ½	23c lb.
Wire Solder	26c lb.
Wiping Solder	22c lb.
Tinker's Bar Solder	28c lb.
Solder, Wiping—	
Acme	20½c
Commercial	21½c
Easy	21c
Star Extra	24¼c
Strictly standard wiping	24¼c

Other Metals.—The general situation in other metals remains unchanged, and very little domestic business is passing. Spelter is quoted locally at 16½ to 17½c per pound; lead remains at last week's quotation of 6¼c locally; antimony remains at 36c, while aluminum is very scarce and is quoted at 50c per pound.

Poultry Netting.—Orders for poultry netting are now being booked for spring delivery at 45 per cent. off list. The former discount was 40 per cent. off.

Galvanized Sheets.—The situation on galvanized sheets has not improved during the last week. The prices quoted by some of the local jobbers are very low, while others are maintaining the price according to the present costs of supplies. Price cutting in an endeavor to get the small amount of business that is passing, is given as a reason for the unsettled state of the local markets. One jobber stated every man is out for himself. The prices shown in the current quotations are being quoted by the majority of the local jobbers.

Rifles and Shotguns.—It is rumored that rifles and shotguns are likely to advance in price again in the near future. Nothing definite can be ascertained at the present time, but it is more than probable that the advance will take place, as many lines of steel products are expected to advance very materially in the next few weeks. Steel for merchandising goods appears to be a secondary consideration for the reason that steel must be supplied to the troops in the form of munitions or arms. It is expected that a further advance in price will take place very shortly on rifles and shotguns.

Waste.—The increasing demand for raw stock for the use of the Allies for war purposes is said to have made waste prices very firm. The prices ruling on the Toronto markets at the present time are shown in the current quotations under Paints, oils, etc.

Rope.—Rope prices are firm and are being maintained generally. The amount of business being transacted locally is stated by the jobbers to be very satisfactory, although there is still room for improvement. The bulk of the orders being received are from the country trade. The following base prices are ruling on the Toronto markets:

Pure Manila .....16c base
British Manila .....13½c base
African hemp .....13½c base
Sisal .....11½c base

Binder Twine.—The sale of binder twine is dwindling down and jobbers state that the few calls now coming in are for very small shipments for harvesting corn.

Harvesting operations are practically over, thus closing one of the best season's the jobbers of binder twine have experienced for several years. Although there was an unusual demand, the trade handled the situation without any difficulty, as fairly representative stocks were carried to supply the abnormal demands.

Iron Rivets Advance.—Iron rivets are now being quoted at 70 per cent. off list as against 72½ per cent. formerly in effect.

Lantern Globes.—Adjustments in the price of lantern globes have gone into effect. Local hardware jobbers state that the short globes are gradually replacing the large, owing to the popularity of the smaller size. The following prices are quoted on the local markets:

	Per doz.
Cold Blast, short ruby	$2.00
Cold Blast, common ruby	2.00
Less 5c a dozen in 6-doz. lots	
Cold Blast Short	.60
Cold Blast	.60
Prism Globes	1.20

Stoves.—General satisfaction is expressed by local stove manufacturers on the market improvement which has been noticeable during the past week. The advent of cooler weather has increased interest in the stove business and fairly good business has been experienced by the local manufacturers. Furnaces are moving very slowly owing to the curtailment of building operations.

Nails.—Nails are firm at $2.45 base. The increased cost of wire rods on the American markets is still in effect, and it is altogether likely that this will affect the price of wire nails. Nothing definite can be ascertained at the present time, except that the price of nails will advance if the raw stock advances further.

Seasonable Lines.—Demands for seasonable supplies continue very good. Lanterns, horse blankets, cow chains, sleigh bells, carriage heaters, etc., are receiving attention from the country trade. Preparations for winter trade are being exhibited by dealers in the northern sections of the country and hockey sticks and skates are being shipped.

Tool Steel.—High-speed tool steel is being quoted at higher levels. The demand for high-speed tool steel for the manufacture of guns and ammunition for war purposes is enormous, and local jobbers have experienced considerable difficulty of late in procuring supplies. Local quotations on high-speed tool steel have reached as high as $1.75 per pound, while quotations at $1.50 per pound are also heard.

LONDON

LONDON, Sept. 29.—Statements from the local jobbers are to the effect that business generally continues to improve.

Staple lines are selling well, and the general fall lines are moving a little easier. The cool weather seems to have stimulated the trade somewhat, as the volume of business has increased considerably since the cooler weather set in.

Linseed Oil.—An advance of 3c per gallon has gone into effect on linseed oil. The firm prices which have been quoted recently are going to higher levels in sympathy with the advancing flax seed market. It is probable that the price will advance again in the near future, as continued bad weather in the West is said to be the cause of higher prices for flax seed. The new prices are as follows:

	Raw.	Boiled.
1 to 2 barrels	68c	71c per gal.
3 to 5 barrels	67c	70c „ „
6 to 9 barrels	65c	68c „ „

Turpentine.—Slight fluctuations are reported from the Savannah markets. However, the price of turpentine has not yet been affected on the local markets, although in all probability the price will be advanced here if further advances go into effect on the primary markets. The prices being quoted at the present time are as follows:

	Per Imp. gal.
1-barrel lots	64c
2 to 4-barrel lots	63c
5-gallon lots	71c

Fence Wire.—It was stated in last week's issue that an advance in the price of fence wire was sure to come, owing to the steady advances in the price of raw stock. The new prices are now out, and are being quoted at 10c per 100 lbs. over those of a week ago. Local prices are as follows:

	Per 100 lbs.
Barb	$3.20
No. 9 galvanized	2.80
No. 12 galvanized	2.95
No. 13 galvanized	3.05
No. 9 coil spring	2.85

Oil and Annealed Wire.—An advance of 15c per 100 lbs. is in effect on oil and annealed wire, and places the price on the local markets at the following:

	Per 100 lbs.
No. 10 O and A	$2.76
No. 11 O and A	2.82
No. 12 O and A	2.90

Hay Baling Wire.—The recent advance in wire prices also affects hay baling wire to the extent of 15c per 100 lbs.

Fence Staples.—The price of fence staples has again advanced 10c per keg of 100 lbs. The prices quoted locally are as follows:

	Per 100 lbs.
Galvanized in 100-lb. kegs	$3.70
Galvanized in 25-lb. boxes	3.95
Bright in 100-lb. kegs	2.85
Bright in 25-lb. boxes	3.10

Poultry Netting Staples.—New prices for galvanized poultry netting staples are being quoted as follows:

	Per 100 lbs.
100-lb. kegs	$4.68
50-lb. boxes	4.98

25-lb. boxes 5.08
10-lb. boxes 5.48

Bright poultry netting staples are quoted at 50c per 100 lbs. less than the above.

Peterborough Price List.—Copies of price list pertaining to catalogue No. 7 of the Peterborough Lock Manufacturing Co., are now in the hands of the trade. The list is subjected to a discount of 50-10 per cent. on steel and iron lines, and 50 per cent. on brass. The following goods are sold at net prices: Porcelain, jet and mineral, japanned mounted knobs, 120 per dozen set; rim locks, No. 1516, $1.30 per dozen set.

White Lead.—At the time of writing the base price for white lead is $10.10 per 100 lbs. in ton lots, and $10.40 for less than ton lots; but there is every reason to believe that a lower price will shortly go into effect. A very small amount of business is passing.

Nails.—Nails are stated by local jobbers to be very firm at the base price of $2.45. Rumor has it that a further advance is not unlikely, but nothing definite can be ascertained at the time of writing in regard to the probable advance.

Rope.—Rope prices still remain firm, and are being maintained generally on the local markets. The following prices are quoted:

Pure Manila 16c
British Manila 13½c
African hemp 13½c
Sisal 11½c

Seasonable Goods.—Movement of seasonable lines to the country trade continues good. Fall lines, such as horse blankets, lanterns, stove boards, foot warmers, etc., are receiving considerable attention from the trade of late. Guns and ammunition are moving fairly well, and sporting cartridges commencing to move. A good season is expected on these lines. Stoves and heaters are moving fairly well, and as the colder weather approaches, conditions in the stove trade will show signs of improvement.

WINNIPEG

WINNIPEG, Man., Sept. 27, 1915. —Business during the past month has certainly come up to predictions, and jobbers generally report decided increases over last year's figures. In fact, some former records may be exceeded when the final totals have been reached. This is, indeed, gratifying, and prospects for continued good business throughout the fall are splendid. The heavy rains of the past week may affect business for a short time, but with the outlook now for fine weather, orders should continue to come in freely.

There seems to be a somewhat greater freedom being exercised by some merchants with regard to booking orders for later shipment. There is no doubt in our minds but that this policy has proved the source of many dollars' profits to such merchants during the past year. Goods have been continually advancing in price, and in being protected at a low figure it means extra profit, and that is what everyone likes to show in their annual statement.

Though a big percentage of the lines of hardware have increased in price, we may expect further increases before spring, and no merchant should hesitate about booking for future delivery. Further than the price question is the one of being able to get the goods. This has been a problem in some lines, but it is a well recognized fact that booked orders are always given the preference. This means, then, that the merchant who books his orders now for spring delivery is protected on the price, and will undoubtedly get his goods. It is a good class to join, for getting your goods is far more essential even than price.

The latest dependable crop estimates indicate the harvesting of a bumper yield that beats agricultural records of the Canadian West—a yield that means millions and continued prosperity, despite financial chaos in less fortunate regions. Unseasonable June frosts in the three prairie provinces, lack of rain in some districts, and too much in others, and incidental losses through the ravages of obnoxious weeds, cut worms and gophers have been seemingly miraculously overcome by ideal ripening weather.

Western Canada's grain crop is estimated at 570,000,000 bushels. Allowing 100,000,000 millions for seed, it means there is nearly half a billion bushels of grain to market.

Facts and figures, though cold, tell the story of unprecedented yields that have opened the eyes of a wondering world. Phenomenal yields have been few. Such amazing totals are reached because of the general, even yield throughout Manitoba, Saskatchewan and Alberta. Wielders of critical pens for months predicted losses because of adverse atmospheric conditions. This barrier has been overcome. The marketing problem has been solved by conscientious co-operation of grain producers, dealers, elevator operators and railway chieftains.

Price Changes

Several price changes have taken place this week. Bar iron, wire nails, barb wire, plain and coiled galvanized wire and fence staples have all advanced 10c per 100 pounds. Annealed wire and bale ties have advanced 15c. Linseed oil advanced 5c per gallon on Wednesday, and is now quoted in barrel lots at 83c per gallon for raw linseed oil, and 86c per gallon for boiled.

The advances in the price of wire goods have followed the advances which took place in Eastern Canada last week, and were reported in the Toronto and Montreal reports in Hardware and Metal last week. Solder is now quoted at 27c in full case lots; less than case lots, 28c per pound .

WINNIPEG QUOTATIONS

Solder	29c-30c lb.
Linseed Oil, raw	83c gal.
Linseed Oil, boiled	86c gal.
Turpentine, in bbls.	75c
White Lead, ton	$11.50
Poultry Netting	50% off
Copper, plannished, per lb.	40c
Copper rivets, No. 7	41½-42
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	$3.15
Apollo and Fleur de Lis	$6.00
Queen's Head	$6.25
Iron Pipe:	
Galvanized, 1 inch	$9.90
Black, 1 inch	$5.95
Paris Green:	
1-lb. pkgs. (case lots)	27½c

Glass:	Sgle.	Dble.
Up to 25 in.	$6.25	$9.00

Putty, 100 lb. drums.....$3.25

TAKING A CHANCE WITH DYNAMITE

(Continued from page 31)

Metal, Mr. Hardy stated that motor cars are becoming plentiful throughout that district, and in every second or third town there is a dealer beginning to dabble in automobile accessories.

Sells 600 Lamps Yearly

St. Bazile has electric light, and the lamp business goes to the hardware store. The sale of tungsten lamps amounts to between five and six hundred a year. Gradually a good demand for electrical specialties is growing, and while St. Bazilians are not yet toasting their bread by electricity, they are straightening out the frills in their dresses with electric irons., and when they get that far they are good prospects for other lines.

Executive ability can doubtless be cultivated by study and experience, but the man who has no natural talent in that direction, will never be a success as a foreman, superintendent or manager. Tact, or a knowledge of human nature, which enables one to treat each workman so as to bring out the best that is in him, is a very essential requirement.

Co-operators' Dividends and Taxes

Financial Times of London, Eng., Points Out An Injustice to the Retailer Who Has to Pay His Income Tax—Time Coming, it Says, When There Shall Be a Change.

DEALING with the question of Old Country co-operative associations, and the payment of an income tax on profits, the following from the Scottish Trader of Glasgow will be read with a great deal of interest:

The Financial Times is an influential Metropolitan newspaper, whose opinions command the attention of serious business men and the general public. The other day this journal published a special article under the above heading. The case of the private trader was clearly and firmly put, and the weakness of co-operative claims exposed. The Times pointed out that now that the income tax has been raised to 2s 6d in the £, with the probability of it going higher (since this was written the new budget has been brought down), some of the anomalies in the law which have hitherto been passed over with only an occasional grumble have become magnified to the extent of injustice which calls for immediate remedy.

The writer of the article says that prominent among these must be classed the curious provision which allows a co-operative society to carry on business without paying any tax upon its profits. He pointed out that that had been a standing grievance among retail traders for a long time past, but since under present conditions the exemption meant so much greater an advantage than it did when the income tax was only 1s. or 1s. 2d. in the £, it is quite time that the practice should be altered, more especially as the result would be to add a very considerable sum to the national revenue. The injustice to the private trader can easily be realized. The competition of a co-operative store started in his immediate neighborhood with its system of bonuses to its members as regular customers is a sufficiently serious matter in any case. The added handicap of having to pay a heavy tax on his profits which his rival entirely escapes creates a sense of injustice which no amount of plausible reasoning on the part of the supporters of the co-operative movement is likely to remove.

The leaders of the co-operative movement have always wished the public to believe that their dividends represent the profits of the private traders plus the additional gain accruing to them from more skilful buying. As a matter of fact, the dividends are mainly earned through taking an enhanced profit on articles which really do not attract attention. It is easy, for example, to sell a tea at 1s. 6d. for 2s. the lb. without being found out by the majority of the store customers. It is nonsense to talk of the stores being able to buy butter better than private traders. Human nature is not built in that way. The private traders have their own capital to look after, their whole fortune depends on the skill and success with which they conduct their business, while the buying for the stores is done by hirelings guided perhaps by an amateur committee with "bees in their bonnets." The private traders buy in the open market wherever the best and cheapest goods are to be got, and are not like the retail co-operative societies, bound to a wholesale co-operative society that can practically charge pretty much what price it likes.

It is true that some of the co-operative societies have an apparent advantage over the private traders in one respect, in that they can squeeze the wages of their workmen down to the lowest limit, as efficient service does not seem so important when the customers are bound to the establishment by the magic chain of the dividend. This, however, is in the long run a disadvantage, as cheap service is always inferior, and thus proves the more costly in the end. We recognize that the so-called co-operative movement of the present day is a fairly lucrative arrangement for the managers of the principal departments in some of the larger stores. They are at times paid as good salaries as they would get for performing similar duties in ordinary commercial establishments of equal magnitude, but there is frequently no end of grumbling among the shareholders about this. The lines of the committee men are sometimes cast in pleasant places, but as a rule the ordinary hands employed by co-operatives are poorer paid and harder worked than in private establishments.

Moreover, the public are less efficiently served, and if the law of the survival of the fittest is to prevail the final triumph of the private traders is on philosophical principles inevitable. "Each for all, and all for each," is a bit of proverbial wisdom that should have no place in the gospel of co-operation.

The Financial Times article is clear proof that the co-operative movement is being watched, and that at no distant date it must bear its full share of the national burdens. If the "divi" is seriously assailed it will mean a great deal to the movement in the times that are coming.

A very seasonable display of paint and builders' hardware in one of the show windows of the Kent, Garvin & Co., store, Hamilton, Ont. Manufacturers' helps have been used in arranging the paint display.

BOECKH'S BRUSHES

Made in Canada for Sixty Years

In 1856 they were first introduced upon the then limited Canadian market.

When you sell a Boeckh Brush to-day you are selling one that is backed by years of practical experience and careful study by experts who have devoted special attention to the requirements of this country—and who have produced designs that are perfect working tools, which in point of quality and elasticity are "head and shoulders" above any other make.

Boeckh's Brushes are set in BEX-O-LAC—the brush setting which contains absolutely no rubber, and is therefore not affected by atmospheric changes, hot water, oils, benzine, etc.

PRACTICAL PAINTERS PREFER BOECKH'S.

The Boeckh Bros. Company, Limited

TORONTO, CANADA

Price doesn't always Indicate Quality

You can pay more than

JAMIESON'S PURE PREPARED PAINT Costs

but you cannot get better paint

We don't claim that ours is the only good paint on the market, but we do guarantee it, and it sells at a moderate price.

Give us an opportunity to place our proposition for you. You've nothing to lose and much to gain.

Write us to-day.

R. C. Jamieson & Co., Limited

Established 1858 MONTREAL

Owning and operating P. D. DODS & CO., Limited

WEEKLY PAINT MARKETS

(Continued from page 74.)

be noted that the advances in white lead since the beginning of the war have been $1.50, and that to-day pig lead is little dearer than it was on 1st of August last, except for the addition of 7½ per cent. to the duty."

Linseed Oil.—An advance of 7c per gallon in the price of linseed oil has taken place during the past week. The general rule of supply and demand does not apply in the least to this last increase. Local jobbers state that the flax seed market is in a very bad conditione and that the amount of flax seed being harvested is far below the estimates that were given some time ago. Inclement weather and repeated frosts are said to be the chief factors in boosting the flax seed market, and in sympathy with the high levels which have been attained in the flax seed markets, the price of linseed oil has been advanced.

The range of prices that have been a feature of the linseed oil markets for some time have almost disappeared and quotations are given on a more even footing than have been obtained during the last few weeks. The lowest price quoted this week was 71c for raw and 74c for boiled, while the majority in the trade quoted at the following figures:

	Per gal. Raw	Boiled
1 to 2 barrels	72c	75c
3 to 5 barrels	71c	74c
6 to 9 barrels	69c	72c

Turpentine.—Slight advances have occurred in the price of turpentine on the Savannah markets during the week, but have not as yet affected the local markets. Export trade is said to have improved from the primary markets, with large shipments leaving frequently for England. This has resulted in firmer prices being quoted. There is a possibility of the price advancing on the local markets but no definite word can be secured at this time as to the amount of the advance. On the local markets there has been a slight improvement in the volume of business passing, especially to the country districts. The large centres are not using the usual quantities of turpentine as compared with the country districts. The following prices which are quoted as firm, are general on the local markets:

	Per Imp. gal.
Single barrels	64c
2 to 4 barrels	63c
5-gallon lots	71c

Glass.—The selling of cut lights and other small sizes seems to be the only movement noticeable in the glass trade. Preparations for winter have increased the sale of small sizes, presumably for storm sash, etc. Prices are unchanged, and are reported firm. Quotations are shown in the currrent market quotations.

Gasoline.—A further advance of ½c per gallon is in effect on gasoline. Higher prices were predicted in these columns two weeks ago, and it would not be altogether unexpected if further increases took place. Local jobbers state that gasoline is becoming very scarce on the American markets, and that prices have advanced accordingly in the U. S. markets. The following prices are quoted as firm on the local markets.

	Per gal.
40-gal. drums	18½c
40-gal barrels	20½c
Tank wagon	17½c

Putty.—The demand for putty does not show any sign of improvement, and business in this product continues dull. The inactivity of building operations during the past season has resulted in a very small movement of putty. Although the conditions generally, both for the present and the future are dull, the price of putty remains firm. The following prices are quoted on the local markets:

	Per 100 lbs.
Bulk in casks	$2.50
Bulk in 100-lb. drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10

Pure putty 60c per 100 lbs. advance.

Canada Paint News

The September issue of Canada Paint News, a magazine of helpfulness for paint dealers and consumers, published by the Canada Paint Co., Montreal, is an exceptionally attractive number. On the first page of reading matters there appears a talk on "Making More Money in Your Fall Paint Business," by W. H. Newton, sales manager of the company. A likeness of Mr. Newton also appears. Views are shown of window displays; advertising helps; general offices, and also the Calgary warehouse and Toronto office of the company. One page is taken up with cuts showing likenesses of the company's travelling representatives.

Effectiveness of Individuals

Leading Points for Self Analysis—It is Good to Test Your Own Efficiency to See Whether You Can Improve and Where—Where Do You Stand?

In an organization, as in a chain, the weakest link determines the strength. And the effectiveness or efficiency of the organization depends on the effectiveness of the individuals as well as their fitness to work together. Each one, to be effective, must be personally efficient, and as it is well to test the efficiency of a machine, so is it good to test our own efficiency to determine whether we can improve and where; to take account of stock, and find along what lines should be our effort to expand.

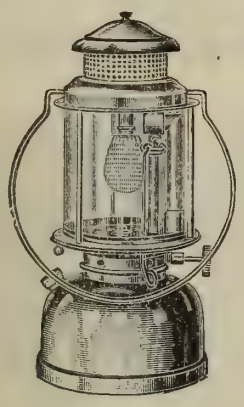
Following are a few leading points for self analysis, suggested by Edward Earle Purinton in The Independent. An honest "Yes" would mean 100; an honest "No" 0; a partial credit can be made according to the self judgment of the individual. The sum total of the credits divided by 25 will give your average estimated efficiency.

If you're not satisfied with the average, the credits will indicate where thought and effort can be applied to raise it.

Per Cent.

1. Is your work agreeable? .....
2. Are you doing it in the best, and quickest way? .....
3. Have you found where your greatest power lies? .....
4. Have you a definite aim in the line of this power? .....
5. Are you positive of your own future success? .....
6. Can you look on the bright side, always? .....
7. Do you know how to get well and keep so? .....
8. Do you know what habits and emotions hurt your work? .....
9. Are you correcting your weaknesses? .....
10. Have you taken stock of your strong and weak points of mind and character? .....
11. Do you know what food, exercise and baths are most beneficial? ...
12. Are deep breathing and an erect body habitual? .....
13. Is your sleep long and refreshing and room well ventilated? .....
14. Are your meals regular and eaten slowly? .....
15. Do you wear loose, comfortable clothing? .....
16. Are you positive and courageous? ..
17. Are you tactful and courteous? ....
18. Do you get the co-operation of fellow workers? .....
19. Do you plan your day ahead? .....
20. Do you save money systematically? .....
21. Do you like good music and good reading? .....
22. Have you ambition to be of real service to humanity? .....
23. Do you seek good advice and helpful associates? .....
24. Is your leisure spent profitably? ...
25. Are your relaxations pleasant and helpful? .....

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

Building Paper and Roofing Felts

Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

Orders Promptly Filled

The brush

leaves a trail of beauty behind when the woodwork is properly treated with Berry Brothers' Varnishes and Enamels.

An earned reputation of nearly 60 years has won the confidence of varnish buyers and Berry Brothers' Products are usually given the preference by critical customers.

Among the most salable specialties are

LIQUID GRANITE *for* FLOORS
Lasting Waterproof Varnish

Makes a beautiful soft lustre, is mar proof, sanitary and easily kept fresh and clean.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

Makes a rich, permanent, snow-white finish in either dull or gloss effects.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.
No. 142

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 30.—So far as business is concerned the situation is practically without change, and attention is rather turned to the question of prices of mixed lines on the announcement of another decline of 50c in the price of lead. Some authorities continue in the opinion that there will be no reduction until the end of the present fall campaign, although by the 1st of November the air should be cleared to such an extent that it will be possible to form some idea of the basis upon which the spring campaign will be conducted. Offsetting the decline in lead there is a big advance in the price of linseed oil of 5c to 8c, while turpentine is stiffer. Also there is the important sustaining factor of zinc's strong present and uncertain future position. Following in the wake of spelter, zinc quotations should be easier, but the fact remains that producers are making no quotations on futures, and with no assurance as to the cost of supplies manufacturers are unable to figure on producing costs with any degree of certainty. Therefore, there is assurance that the fall campaign, which will continue for the next six weeks, will see no change in quotations on mixed paints, and before another campaign is started it is hoped that the outlook regarding lead, oil, zinc and turpentine will be more clearly defined.

The dragging state of trade is largely due to slow buying in the country districts. This appears to be the result of the general tendency to keep stocks at the minimum and to the feeling that the market is weakening and that future prices will be lower. However, there is a generally hopeful feeling, and trade on the whole shows an improvement on the same period a year ago, especially in the manufacturing centres where war orders have led to the development of special business of a satisfactory nature.

Linseed Oil.—There are two features to the linseed oil market this week. On the one hand, there is an advance of 5c to 8c a gallon, and on the other, an evening of prices, by which practically all quotations are brought to the same level. For months the oil market in Montreal has been very unsettled. There is no understanding between either manufacturers or jobbers as to quotations, with the result that the erratic state of the flax market gave wide opportunities for competition and price-cutting. A range of several cents appeared in the prices as between houses following the flax market and others quoting on the strength of advance purchases. The evening up appears to be the result of all interests getting down to the basis of the present flax market, which has been advancing materially recently. Whether conditions will continue as they are for any length of time remains to be seen, but there is no definite indication that a price agreement has been reached. Rather it looks as though stocks had been brought to a normal state, and the trade was following the market in a normal manner. Quotations now generally are:

	Raw.	Boiled.
1 to 2 barrels	68c	71c
3 to 5 barrels	67c	70c
6 to 9 barerls	66c	69c

White Lead.—The fact that the reduction of 50c in the price of white lead, announced a week ago, failed to eliminate the feeling of weakness—since increased—has resulted in a further cut of the same amount. On the new basis of $9.45 for ton lots, the market has become steady and firm. The reduction of $1 brings the quotation to a par with the present low value of pig lead, considering the increased duty, and with small reserve stocks in the hands of producers, it is felt that a resumption of the buying movement abroad, likely to follow the flotation of the Allies war loan and the readjustment of exchange, will result in firmer prices in the American and Canadian lead markets.

Zinc.—The unchanged present and uncertain future of zinc is the great offsetting influence against the white lead decline. Manufacturers state that they are unable to get quotations on futures, and, therefore, they cannot adjust advance prices on products. The tendency should be downward in view of the declines which have taken place in spelter from its high point, but the whole situation is clothed in uncertainty.

Turpentine.—There is a stiffer feeling in the turpentine market, and readjustments of the lower quotations are being made. While at writing the figure of 58c was still heard, it is doubtful if purchases can be made at that price next week. The low quotation will probably be 60c for the immediate future, and the following figures will cover the usual range:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4-barrel lots	57-61c
5 to 10-barrel lots	56-60c

Gasoline and Benzine.—An advance of half a cent has been made on gasoline, the basis now being 18c for drums and 17½c tank wagon. Business is reported as keeping up fairly well. Benzine is still quoted 14½c for drums and 14c tank wagon.

Glass, Putty, etc.—There is no change in the glass situation, and prices are steady and firm on poor demand. Putty is also firm and unchanged. The consumption of both must be expected to continue in a low state until there is some revival in the building trades. Colors continue unsettled, with constantly firming prices on certain lines.

TORONTO

TORONTO, Sept. 30.—Interesting developments have occurred in the paint markets during the week. White lead, as predicted by Hardware and Metal two weeks ago, has declined further, while linseed oil has advanced seven cents per gallon. Quotations on prepared paints remain unchanged for the present. Retailers' stocks of ready mixed paints are as a rule fairly light, at the present time. The continued high price of ready-mixed paints has had a tendency to curtail the buying movement.

White Lead.—Another decline of 50 cents per 100 pounds has taken place in the price of white lead. Pure lead is now quoted at $9.60 in ton lots with the usual advance of 30 cents per 100 lbs. in less than ton lots. The decline was not unexpected. Hardware and Metal of Sept. 18 reporting a decline of 50c per 100 pounds, stated as follows:

"**The new basis is not by any means a strong one, and there are likely to be further declines in the future.** It might

(Continued on page 72.)

"O. K., GO AHEAD!"

There is no time wasted with doubtful enquiries and wasteful experiment when

B-H "ENGLISH" PAINT

is chosen.

The architectural profession, the painting trade and the public in general are awaking to the fact that

B-H "ENGLISH" PAINT

is really more convenient and better in *every* way than hand-mixed paint.

It is more uniform, and it contains the best materials,

70% of Brandram's B.B. Genuine White Lead and

30% of Pure White Zinc

in White and all tints.

It is ground much finer and altogether gives a better finish and more lasting protection than any other kind of paint, hence its rapidly increasing sales.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb.......... **30**
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok. Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington UM.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only: Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz. net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminanum grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 14½	0 17½

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 57½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 70 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 72½ p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 5 p.c.
Step Bolts, large head ($3) list, 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS

	Per lb.
Springs, sheets, up to 20 gauge	0 40
Rods, base ½ to 1 in. round	0 38
Tubing, seamless base	0 38
Tubing, iron pipe size, 1 in. base	0 42

Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard, welded	$6 50
30-gal. Standard, riveted	6 75
30-gal. extra heavy	9 00

BOARDS, BAKE

	Per doz.
No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash)

	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 15
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	14 10
Weighted, 20 lbs., per doz.	16 89
Weighted, 25 lbs., per doz.	19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinner, 70 and 10 p.c.. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, (Scotch), net ton	..	6 50
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per do., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 18
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	..	0 20

CHISELS

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's. 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	31 00	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	29 00	29 50
Copper sheet, tinned 14x60, 14 oz.	31 50	..
Copper sheet, planished, 14x60 base	37 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH)

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., $3.50.

CANADA PLATES

Ordinary, 52 sheets	3 45	3 50
All bright, 52 sheets	4 40	4 60

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 25
60	6 50	6 50	6 50
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLOCKS, ALARM

Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 20
Baby Ben, each	2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

What the Advertising Manager

would do this Fall—if he owned a promising hardware business like yours.

THE one Dept. in your store which responds so quickly and so profitably to real, aggressive selling plans is the Paint Dept., especially if you have stocked a well-known and long-established line, such as The Canada Paint Co.'s

How to effectively push your paint sales is therefore something you are interested in knowing and putting into practice.

In the September number of CANADA PAINT NEWS, several articles are devoted to this subject, and a few minutes' study of the articles referred to will give you a clear and practical idea how to go about this Fall Campaign in order to reap the fullest advantages of making more sales and adding permanent customers to your business.

Your store needs advertising—good advertising and liberal advertising—in order to sell more paint. Let us co-operate with you in advertising your business.

We have the attractive features you require to dress your windows. We have the newspaper electros that are distinctive and effective—we have the color cards and circulars, and the means of promoting your prospective customers so that they will buy paint from you instead of elsewhere.

Let us get together on this PAINT THIS FALL idea. Use the Advertising Order enclosed with CANADA PAINT NEWS. The sooner you and the Advertising Manager get busy together—the sooner you will experience increased profits from your paint sales. Write for a copy of CP NEWS if you did not get one.

THE CANADA PAINT CO.
LIMITED
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
PAINTS-COLORS VARNISHES (CP) STAINS-ENAMELS LINSEED OILS

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz....... 8 40

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal.

Drums	0 17½
Tank wagon	0 17

Toronto.

Any quantity, in bbls.....	20½
Drums, 40-gal., per gal....	18½
Tank wagon	18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over...	0 06½
Napping, up to 2 lbs......	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.......	0 82
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr....	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R. W. No. 321, per doz. pr.	14 40

Stearns wood track. Special.

Zenith	9 00
Atlas, steel covered.. $5 25	6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19 50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000). 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller. $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 50
Common bar, per 100 lbs.	2 10	2 15
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 55
Horseshoe iron, per 100 lbs.	2 30	2 55
Mild steel	2 10	2 15
Sleigh shoe steel ..	2 10	2 35
Domestic	2 30	2 15
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 35
Toe calk steel	2 75	3 15
Mining cast steel, per lb.	0 07¾	0 08
High speed steel, per lb.	0 65	1 00
Cammell Laird, lb.		0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each...	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .... 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each........	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$3 00	42 ft.....	$ 7 95
22 ft.....	3 30	44 ft.....	8 36
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby.....	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report

Lead Wool, 10c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	8 25	9 25
Sheets, 3½ lb. sq. ft.	8 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.

Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A ...	9 00
New Century, style B ...	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal. Ottawa. Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

MOORE'S

House Colors

The Utmost in Quality at the Lowest Possible Price

The reputation established by Moore's House Colors for durability, covering capacity, permanency of color, and reasonable price make them a quick-selling, profitable line to handle.

A trial order will readily convince you.

Write to-day for particulars of our attractive proposition.

Benjamin Moore & Co., Limited
WEST TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 15
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process list, 10th January, 1912.

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 50
U.S. Navy (American) 9 75
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 25

OIL

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb..	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70

Per 400 ft. roll

Plain Fibre, No. 1 .... 0 50
Plain Fibre, No. 2 .... 0 30
Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

400 sq. ft. roll

O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Dry fibre No. 2 .... 0 35
Carpet felt 2 10

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 10
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in. ...	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78

Lapweld

2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 25
Pine, green, per bbl. 4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs. ..	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

RAZORS Per doz.

Ern Razors ....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)...$2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt..... 2 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal. 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 and larger 0 22

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 25
L Handle 3 25

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

Per cent.

Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 65 10
Square cap ... ...50 and 5
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Ouinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 00	2 50
12 gauge	3 00	2 55
14 gauge	2 85	2 55
16 gauge	2 85	2 35
18-20 gauge	2 85	2 50
22-24 gauge	2 85	2 55
26 gauge	2 59	2 60
28 gauge	3 00	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 40	5 15	5 40
22-24	5 50	5 30	5 50
26	5 75	5 45	5 75
28	6 00	5 75	6 00

Premier—14 gauge, $4.10; 16 gauge, $4.30; 18 to 20 gauge, $4.60; 22 to 24 gauge, $4.80; 26 U.S., $5.00; 28 U.S., $5.30; 10¾ oz., $5.50.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 15
26 gauge	4 95	4 80
28 gauge	5 45	5 20
10¾ ozs.	5 65	5 60

Add 25c for less than case lots

Our original order amounted to $365.00 with the expectations of buying $500.00, but up to the present our Pratt & Lambert Varnish business has increased to $1100.00 which is more than double the amount we expected to sell

N. Popp.

ESTABLISHED 1854

POPP & WOLF

WHOLESALE AND RETAIL

BUILDERS, HARDWARE, GLASS, TOOLS, ETC.

STOVES AND RANGES HOUSE FURNISHINGS

WALL PAPER, WINDOW SHADES AND ROOM MOULDINGS

PAINTS AND VARNISHES GUNS AND AMMUNITION

BICYCLES HARNESS, FARM IMPLEMENTS

PHONES 807 COR GENESEE AND PARK

Saginaw, Mich. Nov. 20, 1914.

Pratt & Lambert Varnish Co..
Chicago, Ill.

Gentlemen.

We wish to inform you that our varnish business has exceeded any other year of the past. It is just a year ago that we took hold of the Pratt & Lambert line of varnishes and enamels and have congratulated ourselves with the amount of Pratt & Lambert varnish sold in the 12 months time.

Our original order amounted to $365.00 with the expectations of buying $500.00, but up to the present our Pratt & Lambert varnish business has increased to $1100.00 which is more than double the amount we expected to sell

It might interest you to know that we have been featuring one line of varnish for the past ten years, doing an annual business of $800.00 to $1000. We have kept up our volume on the old line, thus doing a $2000 varnish business instead of $1000, It would have been impossible to do this volume without your Sales Promotion Helps in creating a demand from the customer, painter and home builder, and the fact that Pratt & Lambert varnish and Vitralite Enamel are almost invariably specified by the architect

Yours truly,

N Popp

N. POPP placed a first order for Pratt & Lambert Varnishes of $365, expecting to sell $500 worth the first year, and actually sold $1100 worth. Read his letter. Note that he sold as much Pratt & Lambert Varnish the first year as on another line that he had been handling for ten years. It proves that no matter what other brand or brands of varnish you sell you can build up a distinctive, profitable trade by handling Pratt & Lambert Varnishes — and if you handle Pratt & Lambert Varnishes exclusively, you can undoubtedly do more varnish business than you have been able to do before by handling several lines.

Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Canada New York Buffalo Chicago London Paris Hamburg

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES
Onward Sliding Shoes, 40 p.c.

SNAPS
Harness, 25 per cent.

SNOW SHOVELS
Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto
See weekly report.

SOLDERING IRONS
Base, per lb., 33 cents.

SOLDER, WIPING
Acme 0 21
Commercial 0 22½
Easy 0 22
Star Extra 0 25¼
Strictly standard wiping 0 25¼

SPELTER
See weekly report.

STAPLES Per cwt.
Fence staples, galvanized, in kegs $3 70
Fence staples, galvanized, 25-lb. boxes 3 95
Fence staples, bright, in kegs 2 85
Fence staples, bright, in 25-lb. boxes 2 95
Poultry netting staples, 10-lb. boxes 5 50
Poultry netting staples, 25-lb. boxes 4 95
Poultry netting staples, 100-lb. boxes 4 70
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 75 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 20½
3-ply 0 19

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 57½%
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper pitts, 15 p.c.
Boiler kettle bottoms, 20 p.c.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3 p.c.
Coal hods, 33 1-3 p.c.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS
Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE
Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire. No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $2.65; No. 4, $2.70; No. 15, $2.80.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.
Rustless screens, 7½c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 00	3 41½
No. 9, coil spring..	3 00	3 10
No. 9, plain galv...	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10...	2 61	2 51
O. & A., No. 11 ...	2 67	2 67
O. & A., No. 12 ...	2 75	2 75

F.o.b. London; Base, $2.95; No. 9 galv., $2.70; No. 12, galv., $2.85; No. 13 galv., $2.95; No. 9 coil spring, $2.75.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 20
No. 13 .... 3 30
No. 13½ 3 35
No. 14 .... 3 45
No. 15 .... 3 65

WRINGERS—Less 20 p.c.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS, MOP
White, No. 2, each ....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 25	0 19
Part cask	0 26	0 20

ASK the man who sells them

"The man behind the gun" is the man who can best testify as to its merits and the man who sells paints and varnishes is the one who can give the best verdict as to their selling qualities.

Martin-Senour Paints and Varnishes attract and retain patronage. They are sure re-order getters everywhere

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

This is what one of our aggressive dealer agents, who has gladly accepted and profited by our selling co-operation, has to say of the Martin-Senour exclusive agency:

Bruce Mines, Ont., July 31st, 1915.

The Martin-Senour Co., Limited,
Montreal.

Dear Sirs:

Yours to hand, in which you state you are sending a further supply of advertising material. I wish to thank you kindly for your interest in the matter, and I feel sure they will be up to the standard of all other products of the Martin-Senour Company.

I also wish to express my satisfaction with the pleasant business relations I have enjoyed with your firm. It certainly is a pleasure to do business with your company, and the goods are such that you can live, move, and talk Martin-Senour products and not be liable to wake up some morning and find out it was a nightmare, and that the goods were not what you thought they were.

Yours truly,
E. A. WHITE.

Let us supply you with the names of scores of other satisfied and successful dealer agents.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)

5 gal. lots, per gal., $1.10.

BEESWAX.

Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES.

Weighted, 15 lbs., doz.....$14 10
Weighted, 20 lbs., doz..... 16 89

COATING.

Cement Coating $2 55 2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. kgs. 0 09
Imp. green, 100 lb. kegs .. 0 11
Chrome green, pure 0 08
Italian red, 100 lb. kegs 0 04
Brunswick green, 100-lb. k 0 06
Indian red 100 lb. kegs 0 10
Indian red, No. 1, 100 lb. k 0 04
Venetian red, best bright 0 03
Venetian red, No. 1 ...... 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure 0 14
Indian red 0 16
Chrome yellow, pure 0 22
Golden ochre, pure 0 15
French spruce ochre, pure 0 14
Chrome green, pure 0 11
French permanent green, pure 0 16
Signwriters' black, pure.. 0 21
Marine black, 25-lb. irons 0 08

DRIERS.

Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10
O.P.W. Sunshine White ... 3 80
Jas-Per-Lac floor enamel .. 2 00
Jas-Per-Lac art enamel.. 2 85
Mooramel 4 00

FILLER. Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE. Per lb.

French medal 0 15
English common sheet .. 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags... 0 12
Hide, 112-lb. bags 0 20
Gelatine, 112-lb. bags 0 28
Ground glues, 112-lb. bags—
No. 1 .... 0 15
Extra 0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 56
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 p.c. off list, delivered.

City discount, 45 and 5 p.c. off.

Toronto:

... discount, 40½ p.c. off list delivered.

City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated 0 12
Zinc, pure 0 30

WHITE LEAD

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.

James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor.	9 65	9 80
Elephant Genuine..	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect ..	9 65	9 80
Ramsay's Pure Lead	9 95	10 10
Ramsay's Exterior.	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. ..	10 00	9 25
Genuine, 100-pound kegs, per cwt. ...	10 50	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots..$19 00
2 lb. pkgs., per 100 lbs.... 16 00
5 lb. pkgs., per 100 lbs.... 12 00
25 lb. pkgs., per 100 lbs.... 11 00
100 lb. pkgs., per 100 lbs.... 9 75
200 lb. kegs, per 100 lbs.... 9 60
300 lb. pkgs., per 100 lbs... 9 35
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS PREPARED

Per gallon (in quarts)

Brandram-Henderson's "English" $2 30
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure... 2 30
Canada Brand, pure 2 00
Canada Brand, floor 1 90
Canada Brand, flat wall.... 2 00
Elephant 2 05
Fresco Tone 2 15
Jamieson's Crown and Anchor 1 90
Jamieson's Island City 1 95
Martin Senour 100 p.c. Pure 2 30
Moore House Colors 1 85
Ramsay's Pure 2 10
Ramsay's Thistle 1 90
Stephens' House Paint (Wpg.) 2 05
Stephens' Floor Paint (Wpg.) 1 85
Senour's Floor Paint 2 00
Senour's Porch Paint 2 30
Sherwin-Williams 2 30

PARIS, PLASTER.

Per bbl. 2 45

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C P Co. Bergers

½-lb. tins, 100 case.
1-lb. tins, 100 case .
½-lb. pack., 100 case
1-lb. pack., 100 case.
50-lb. drums ....
100-lb. drums ......
250-lb. casgs ......

Prices f.o.b Toronto, Hamilton, and London.

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.: finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz. ... 0 65
Pint tins, per doz. 1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ....$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros. $2 73
Water Stains, Berry Bros. 1 05
Berrycraft stin finish ... 2 80
Creo-lac 0 85

VARNISHES

Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish 2 25
Dependon Light Hard Oil..
Finish 1 55
Dulgloss 3 00
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jasperite floor finish 2 25
Jasperite exterior finishing. 2 00
Jasperite pale hard oil 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Mar-Not 2 70
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish ½ pints, gross 9 00

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg... 0 45
½ gal. package, per pkg.. 0 25

WASTE (POLISHING.)

Cream 0 13½

WASTE, WHITE WIPING.

XXX Extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 09
X Press 0 08¼

WASTE, COLORED WIPING.

Fancy 0 08¼
Lion 0 07½
Standard 0 06¾
Popular 0 06
Keen 0 05½

WASTE, WOOL PACKING.

Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 08½
Mixed Colored 0 06¼
Dark Colored 0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. 0 37
Anchor 0 33

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 25

Per 100 lbs.

Send Orders in to Us and Collect a Good Commission—

Live hardware dealers can pick up all kinds of orders for new equipment and repair work in their local elevators, shops, etc. Send the orders in to us—we will attend to them promptly, making you a satisfied customer, besides paying you a good commission.

QUICK SERVICE ON STOCK ORDERS

Our stock-on-hand of standard and miscellaneous steel and iron enables us to fill orders same day as received. We are equipped to make up special orders on very short notice.

Send for Our Monthly Stock List

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $[illegible]; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.

Leather.

Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅜, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $[illegible]60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25 p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50, and 17½ p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short globe, doz.	7 50

LEAD PIPE, $9.9.0, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL.
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.65 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10% off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 60	3 65
2 gal., dome top....	4 05	6 00
3 gal., dome top....	5 20	8 65
5 gal., dome top....	6 46	10 75

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per bbl., $3.75.

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE.
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 65%; flat head, brass, 70+5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC., Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES.
Bright wire, per cwt., $2.90 at Fort William; $3.30 Winnipeg; galvanized staples, $3.35 Fort William; $3.75 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 85% off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 75c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.75; Winnipeg, $3.10; Glidden cattle, Fort William, $2.60; Winnipeg, $2.93; Glidden hog, Fort William, $2.70; Winnipeg, $3.03; Baker, Fort William, $2.58; Winnipeg, $2.90; Alberta Special, Winnipeg, $2.70; plain twist, per cwt., Fort William, $3.10; Winnipeg, $4.40; coil spring, No. 9, Fort William, $3; Winnipeg, $3.10; coil spring, No. 12, Fort William, $3.20; Winnipeg, $3.60; plain galvanized, No. 9, Fort William, $2.95; Winnipeg, $3.35.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg, $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.02; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5¼c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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Stephens House Paint is made by experts for the use of both the Painter and Consumer.

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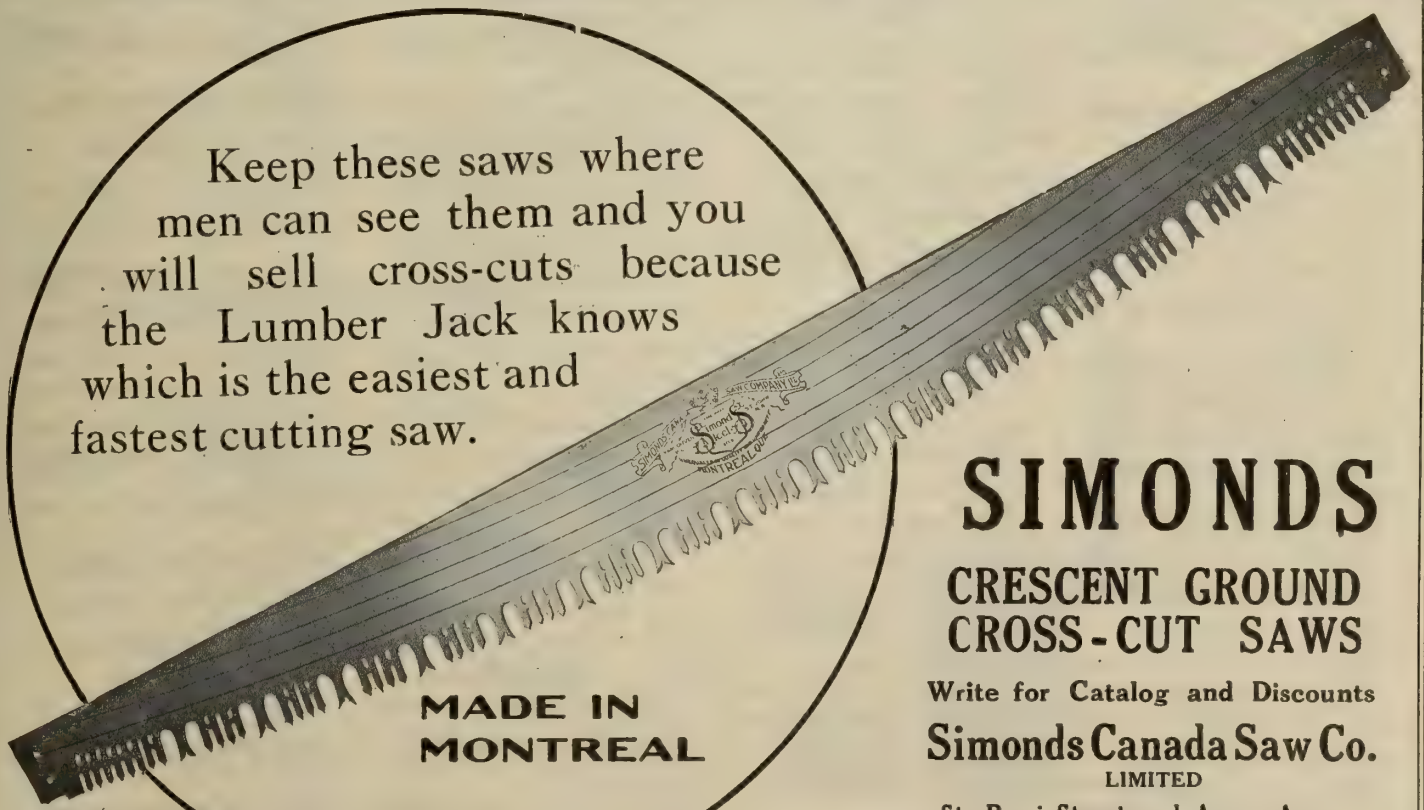

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

Doubletrees
MacKenzie Bros., Winnipeg, Man.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Dustless Dusters.
MacKenzie Bros., Winnipeg, Man.

Dustless Mops.
MacKenzie Bros., Winnipeg, Man.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
The Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.

Elbows.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
E. T. Wright Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
MacKenzie Bros., Winnipeg, Man.
Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Electrical Tools.
Smith & Hemenway Co., New York.
John Oakley & Sons, Ltd., London, Eng.

Emery.
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Emery Wheels.
John Oakley & Sons, Ltd., London, Eng.

Enamels.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

End Cutting Nippers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse.
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash & Screen
MacKenzie Bros., Winnipeg, Man.

Fanlight Gear.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners Storm, Sash and Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

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A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

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Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
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Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

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Manitoba Bridge & Iron Wks., Ltd.

Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Peck, Stow & Wilcox Co., Southington, Conn.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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John Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Hamilton.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
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E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

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Dominion Iron and Steel Co., Ltd., Sydney.
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The Steel Co. of Canada, Ltd., Hamilton.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Star Mfg. Co., Carpentersville, Ill.
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Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

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Doust Specialty Co., Ltd., Toronto.
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Jas. Morrison Brass Mfg. Co., Toronto.

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Wayne Oil Tank & Pump Co., Woodstock, Ont.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

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Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

Glass Cutters.
Smith & Hemenway Co., New York.

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Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

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A. Ramsay & Son, Montreal.

Glass Paper.
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son, Montreal.

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Toronto Plate Glass Importing Co., Toronto.
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A. Shaw & Son, London, Eng.

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Henderson & Richardson, Montreal
G. F. Stephens & Co., Winnipeg.

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Buck Bros., Millbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Richards-Wilcox Mfg. Co., London.

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Hack Saw Machines.
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Canadian Consolidated Rubber Co., Montreal.

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Miller, Morse Hdw. Co., Winnipeg.

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Jas. Hutton & Co., Montreal.

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Carborundum Co., Niagara Falls, N.Y.

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Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

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Bird & Son, Hamilton, Ont.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Miller, Morse Hdw. Co., Winnipeg.

Roofing Supplies.
Bird & Son, Hamilton, Ont.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

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Runways, Electric.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co., Montreal.

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Peck, Stow & Wilcox Co., Cleveland.

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Simonds Canada Saw Co., Montreal.

Saw Specialties.
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A Straight Talk from the Manager

Buying Wisely

BUYING has advanced a long way towards becoming a science since the old days when it consisted of tedious haggling between buyer and seller, resulting in a final compromise on price.

Nowadays a buyer who knows conditions, because he is constantly studying them, can make more ultimate profit in sending his orders by mail than his old-time predecessor could by much squabbling and wrangling with a salesman. An instance of this kind of buying is furnished on page 36 of last week's Hardware and Metal. Here is an extract from a very interesting article:

"Just one personal touch in closing this article. Mr. Fauteux is a reader of Hardware and Metal. He follows the markets closely. Some time ago he observed that an advance was about to take place in paints and white lead. He bought heavily, and when the advance took place, raised his prices along with other dealers. The result has been that, while the volume of paint business done in 1915 has been less, his profit from this department is bigger than it was last year."

The lesson to be derived from Mr. Fauteux's experience is obvious enough. It pays to study Hardware and Metal.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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HARDWARE CLERK, YOUNG MAN WITH good experience in general hardware, is open for position in good Ontario town or city. Best references. Apply Box 216, Hardware & Metal. (40)

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WANTED — MANUFACTURERS' AGENT, specially interested and experienced in hardware and metallic products, making business visit to England and Scotland about mid-October, would handle on commission a few special lines. If you have a surplus production, or goods specially suited for that market, or wish a special report on your line of goods, address Box 217, Hardware and Metal. (40)

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$4,000 HARDWARE STOCK—OWNER OF factory requires more cash; Quebec Province; twelve thousand dollar business yearly; could make it general if desired; no opposition in heavy hardware. Excellent farming community. Half cash, balance secured. Apply Box 218, Hardware and Metal. (44)

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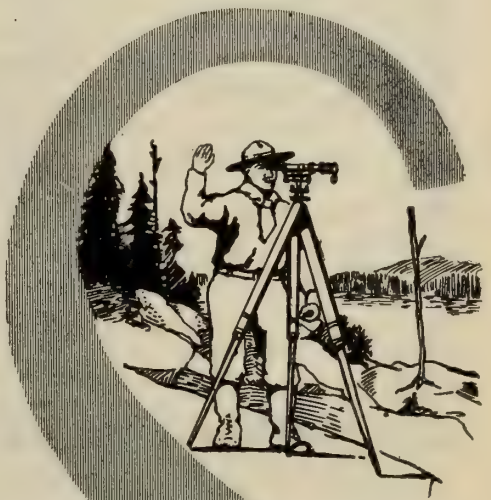

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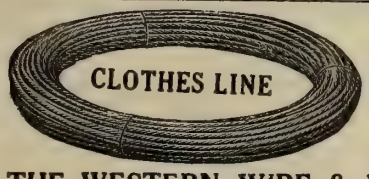

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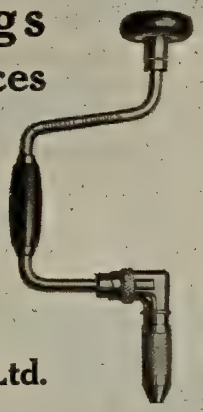

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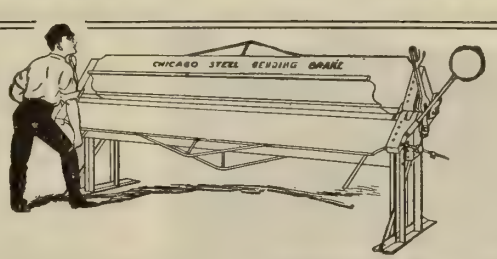

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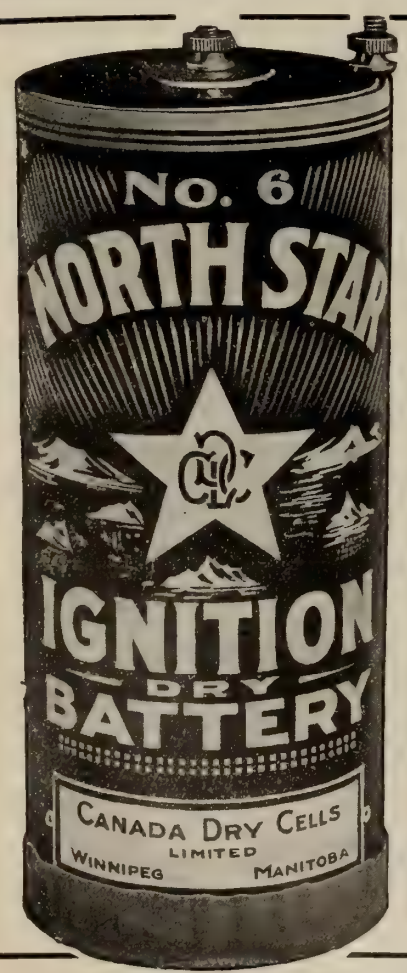

Selling North Star Batteries will Effect a Splendid Increase in Your Battery Business

and a steady flow of repeat orders.

You can confidently recommend every "North Star" battery, for they "stand up" in a way which appeals to every user.

IT'S A WESTERN BATTERY FOR THE WESTERN NEED.

Just try them and see.

Prompt shipment through your jobber.

CANADA DRY CELLS, LIMITED
WINNIPEG, MANITOBA

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use a Hardware & Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

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Hardware and Metal
MONTREAL TORONTO WINNIPEG

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK.

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY

BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
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STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

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COLLECTIONS - ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

SEYMOUR SHEARS
have been the Standard for over eighty years

HENRY F. SEYMOUR SHEARCO. NEW YORK

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BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
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ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. MYERS & BRO.
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J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS. LIMITED ..... Montreal

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Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

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They are certain to sell easily because it has several advantages over the ordinary style.

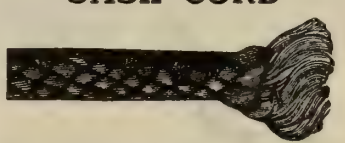
Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

HERCULES SASH CORD



THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

A want ad. in this paper will bring replies from all parts of Canada.

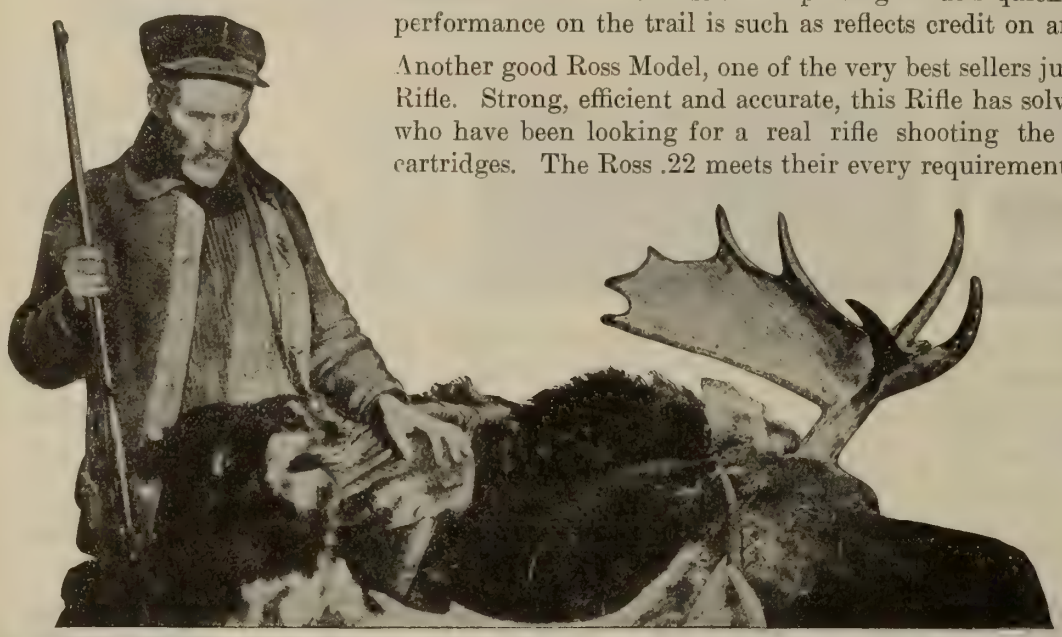
KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS.

EXPERTS ENDORSE THE ROSS RIFLE

Expert shots and big game hunters of four continents have written, testifying to the marvellous killing power and accuracy of the Ross .280 Sporting Rifle. The Ross .280 is made in Canada, and in power, accuracy and finish, challenges the best of the imported rifles.

Dealers also find the Ross .303 Sporting Models quick sellers and rifles whose performance on the trail is such as reflects credit on any shop that sells them.

Another good Ross Model, one of the very best sellers just now, is the Ross Cadet Rifle. Strong, efficient and accurate, this Rifle has solved the problem of those who have been looking for a real rifle shooting the inexpensive .22 calibre cartridges. The Ross .22 meets their every requirement.

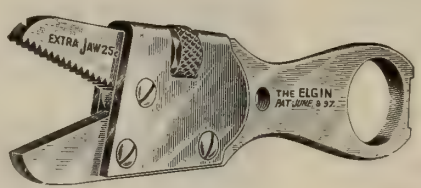


Dealers' discounts on all these lines are sufficient to justify pushing the sale of Ross Rifles.

Write to-day for particulars.

The Ross Rifle Company
QUEBEC

The "Elgin" Adjustable Wrench



A Wrench of quality suitable for a great variety of uses. Call is constantly increasing. Special features help your sales. The adjustable jaw, convenience for pocket, extra dies, re-threading attachments, taps, etc., make it attractive.

Fully Guaranteed.

Star Manufacturing Company
CARPENTERSVILLE, ILL., U.S.A.

SALYERDS HOCKEY STICKS

Distinctive Quality—Reasonable Price

Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLESALERS.

E. B. SALYERDS
Preston, Ont.

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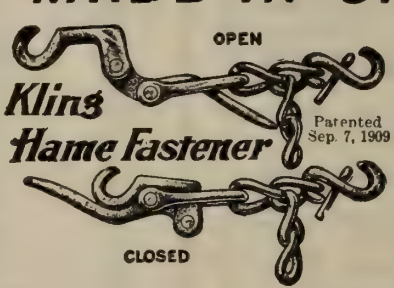

Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY
56 Colborne Street **Toronto, Ontario**
SALES AGENTS

The Babbitt that gives Repeat Order Service

The man who once tries **Hoyt Frost King Babbitt Metal** will never use any other kind.
It gives a maximum of satisfactory service on high-speed machinery and engine work.
Test the selling merits of this high-grade babbitt. If your jobber cannot supply you, write us.
Sales over 5,000,000 dollars annually.

HOYT METAL COMPANY

Factory and Offices:
EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
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THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

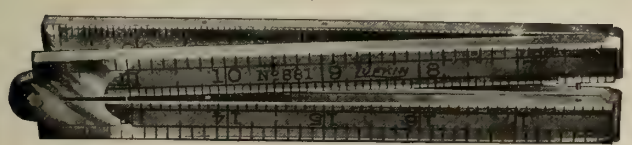
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

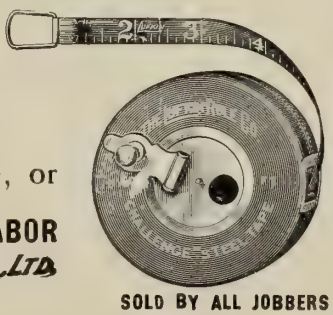
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS.

Talk Number Eighteen

What do you know about this, boys? A man came all the way from Winnipeg last week to see for himself whether "PREMIER" Galvanized Sheets were equal to some brands made outside of Canada. After seeing every process we asked his opinion. "Nothing to it," says he; "you'd better get ready for a whale of a business." Now how about your order?

TINKER TOM.

Look for Talk No. 19 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

33-S

A Revolution in a Dusting Mop

TRIANGULAR DRY-DUSTING MOP with our new adjustable handle.

This handle allows the mop to assume its normal position to the working surface for dusting under beds, low furniture and the walls. Tarbox chemically treated Mops will not smear nor soil.

DRY-DUSTING FLOOR POLISHER.

With this mop halls, borders and large floor spaces are run over in a trice, the corners as well as open spaces freed of every trace of lint or dust—leaving a **hard, dry polish that is neither slippery nor greasy.**

A chemical compound has been discovered which, being introduced into suitable fabrics, produces a *"dust absorbent"* that is more efficient for dusting purposes than oil, and is not greasy and will not smear nor soil. The chemical treatment lasts as long as the mop, as the treatment becomes part of the fabric. The lint and coarse dirt are readily shaken out, but the dust is absorbed or attached to the fabric and held there by the chemical treatment. When the mop is coated with dust so that it will not do its work properly, wash with soap and very hot water. (Don't boil). This exposes the treatment to the air, from which its dampness is gathered, renewing its dust-absorbing properties. No re-treatment is required. Leaves a dry, hard polish that is not slippery, nor sticky.

TARBOX
DRY **NO OIL** DUSTLESS
Mops and Dusters

The high efficiency of the Tarbox Dry-Dusting Mop and the fact that there is no cost of upkeep—no smears—no soils on floors, furniture or rugs, are points that appeal strongly to the housewife.

Tarbox Mops will put a stop to the endless complaints that you've been having through the damage caused to household furnishings by your line of oil mops.

Sell one to a home and you'll soon sell to the next-door neighbor, because they invariably win the enthusiastic recommendation from every user.

Send in your trial order to-day, direct or through your jobber. There is a most desirable profit.

Tarbox Bros.
TORONTO

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 October 9
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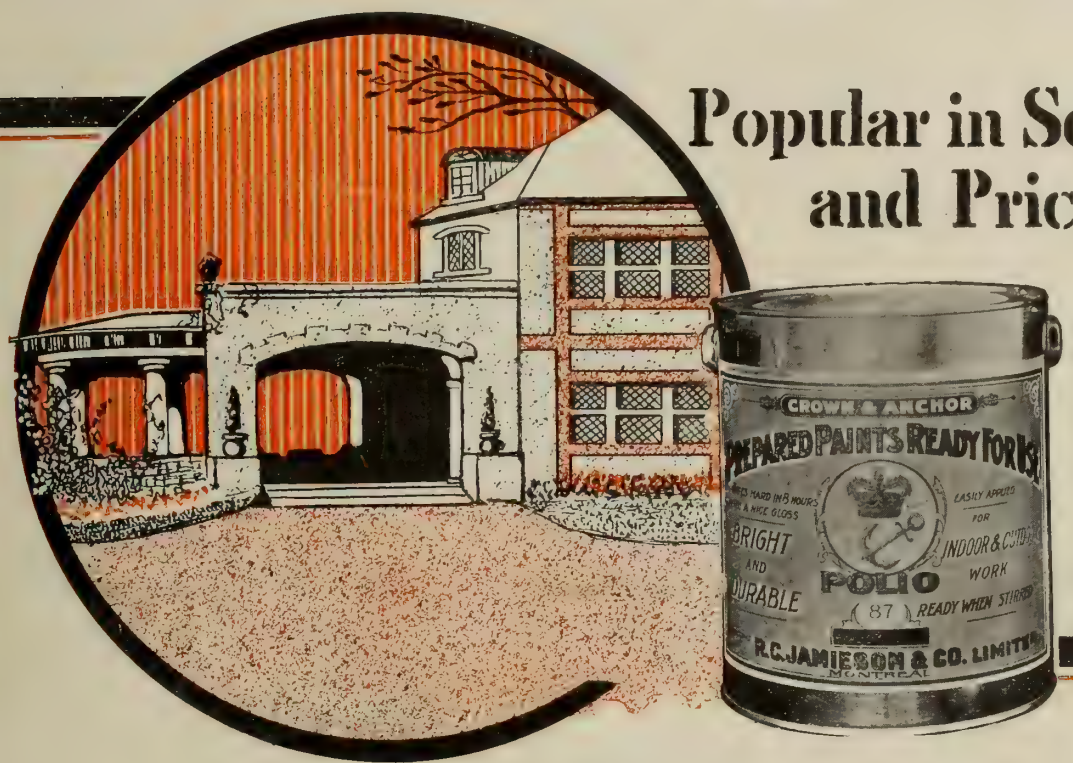
PUBLICATION OFFICE: TORONTO, CANADA



Popular in Service and Price

Jamieson's Pure Prepared Paints and Varnishes

Which makes the better paint proposition?

Is it the immediate profit you make on a sale, or is it the prestige that the goods secure for you in your vicinity?

Why, the latter, to be sure! To make a proposition really good, you must satisfy your trade—you must deliver the goods that make them want more.

The Jamieson line possesses merits that make it a sure business-builder everywhere. It sells at a popular price, and pays a very reasonable profit.

It's the proposition you're looking for.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

Complete Trim for the Garage Door — Hinges, Hasps, Handles, Stays, Bolts

No. 1457 Ball-Bearing Garage Hinges with 10 and 24-inch straps, permit closing the doors tightly. This is impossible with hangers.

Nos. 1458 (for wood) and 1459 (for brick and concrete) Ball-bearing Garage Hinges with 36-inch strap.

No. 1775 New Garage Door Stay. See illustration above. Permits closing doors with one hand from inside the Garage.

No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked. Movable staple allows for shrinkage of doors.

No. 1125 5 and 7-inch Shutter Bar. An ideal fastener for inside of large front doors on Garages having side entrance.

No. 1052 Heavy Cremone Bolt, in 7, 7½, 8, 8½ and 9 ft. lengths. Adjustable at ¼-inch intervals to 6 inches beyond nominal sizes.

No. 1055 10-inch Chain Bolt. Reversible and with 5 ft. or 24-in. Chain. Bolts have Stanley Sherardized Springs.

No. 1056 New 10-inch Foot Bolt to match the Chain Bolt. Floor plate is cupped to guide bolt, and hole is oval-shaped to take care of shrinkage of door.

No. 1252 Extra Heavy Thumb Latch. Jamb-proof, non-detachable thumb piece and combination holes.

No. 1245 Padlock eyes in three sizes: No. 1, 1⅝ x 15-16 inches; No. 2, 2⅛ x 1⅞ inches; No. 3, 2¾ x 2 3-16 inches. These padlock eyes may be used with No. 1252 Extra Heavy Latch.

Nos. 1265 and 1257 Heavy Handle or Pull. Made to fit the hand.

All made from Stanley Wrot Steel in japanned or "Stanley Sherardized" finishes. Ask your jobber or write us for information.

Stanley Products have received Highest Award—**Medal of Honor**—at the Panama-Pacific Exposition. Our first Medal of Honor was received 60 years ago.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT

NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representatives:

A. MACFARLANE & CO., CORISTINE BLDG., MONTREAL

"P.&W. Co."

SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
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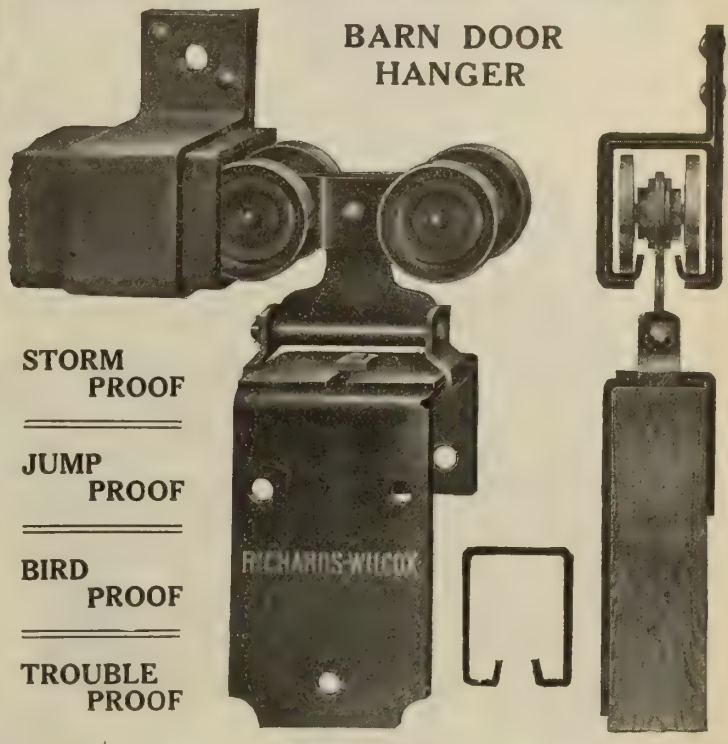
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

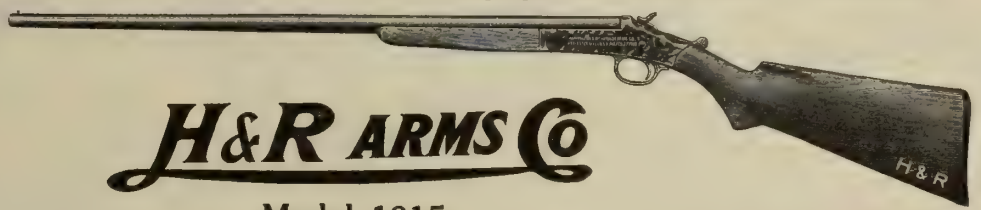
Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

This Cut-Out Given Free To Dealers

In connection with our big November Campaign on UNIVERSAL Coffee Percolators, we will furnish free to all dealers this handsome, life-size cut-out. Lithographed in nine colors, and has two detachable arms, so that it may be used with either a Percolator or Urn. This is something entirely out of the ordinary and is bound to attract the attention of everyone passing your window. In addition to the cut-out there are four show cards on UNIVERSAL Percolators.

Cash Prizes
of
$25.00 $15.00 $10.00

for the best window trims in which this display is used. There are no strings to this proposition and all window displays will be given consideration whether or not percolators are used. The parts on which the windows will be judged are Selling Value, Originality of Display, Artistic Arrangement.

Display Stand
FREE

With each first order for 1 dozen UNIVERSAL Percolators we furnish, free of charge, a handsome display stand which acts as a silent salesman in your store. This stand is of sheet steel, beautifully finished in reproduction of mahogany, and holds five percolators.

UNIVERSAL COFFEE PERCOLATORS

Make permanent customers by giving perfect satisfaction. They make better coffee in less time and with less ground coffee than any other percolator on the market. The patented pumping device and spreader plate, the heat-proof glass top and their superior construction are distinctive selling points of UNIVERSAL Percolators.

FOR YOUR LOCAL ADVERTISING

In addition to the November window trim we furnish, free of all cost to you, ready-to-print newspaper ads, lantern slides, booklets, show cards, etc.

For further particulars write to your jobber or direct to us.

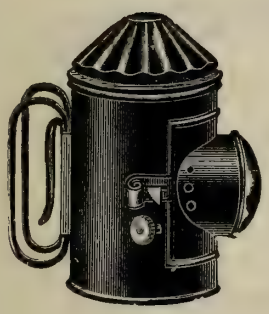
UNIVERSAL **Landers, Frary & Clark** UNIVERSAL

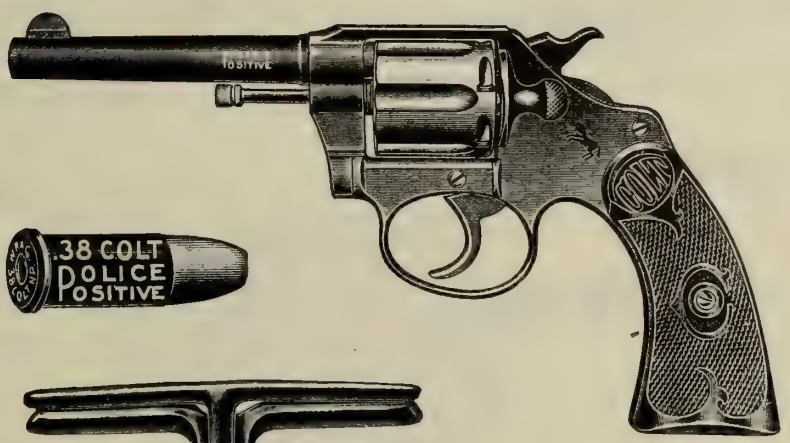
NEW BRITAIN, CONN., U.S.A.

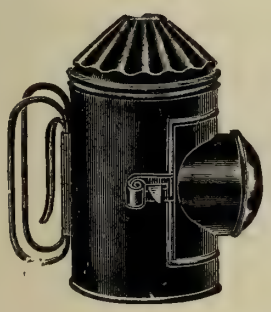
Lewis Bros., Limited, Montreal

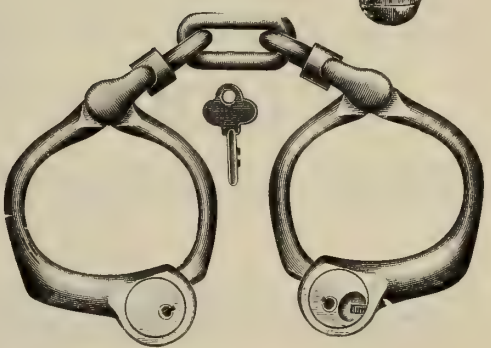
Headquarters For

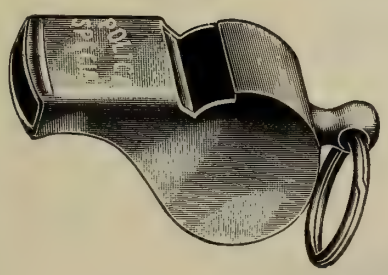
POLICE GOODS











MAIL ORDERS GIVEN
PROMPT ATTENTION

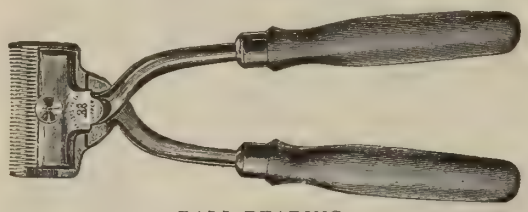
Lewis Bros., Limited, Montreal

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

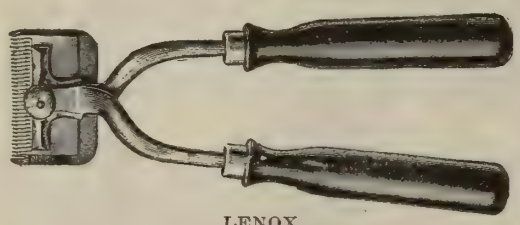
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



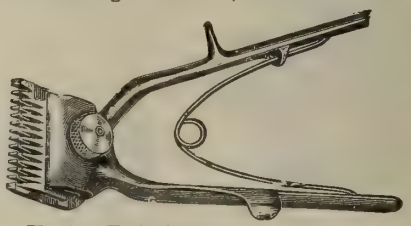
BALL BEARING
Retailing at about $2.50.

NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

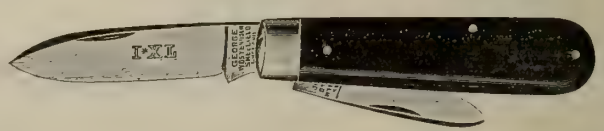
A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

CELEBRATED I·XL CUTLERY

GEO. WOSTENHOLM & SON, Sheffield, England

HAND FORGED

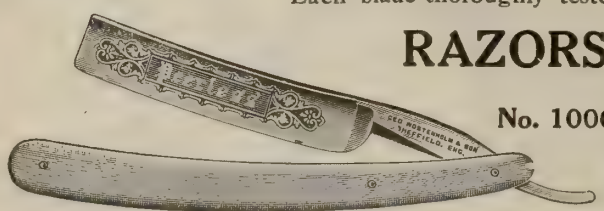


Pocket cutlery made in over four thousand distinctive new and up-to-date patterns.

Each blade thoroughly tested and fully guaranteed

RAZORS

No. 2000



No. 1000

COMPLETE LINE OF I·XL CUTLERY STOCKED BY ALL LEADING JOBBERS

A. MACFARLANE & COMPANY, Limited, MONTREAL, Canadian Representatives

SAVOY

ROASTERS

Like Packard, we would say: "Ask the woman who owns one." Self-basting—no chance of burning—easily cleaned—Savoy Roasters are most praised not by the dealer who has them to sell as by the woman who has one to use. SMP offer ten different sizes and finishes—all good and all good sellers.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

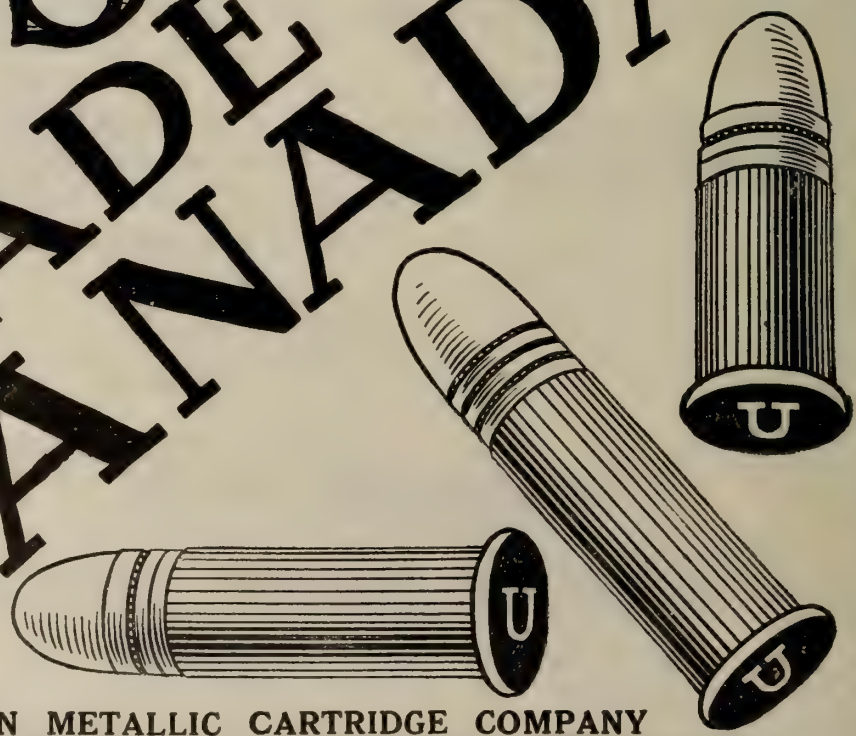
REMINGTON
UMC

The World's Standard .22's—*Remington UMC*

They give the user what he wants---they send the Dealer the trade he wants---they are made in Canada's most modern Ammunition plant.

Send for attractive advertising matter.

.22's MADE IN CANADA



REMINGTON ARMS - UNION METALLIC CARTRIDGE COMPANY

(Contractors to the British Imperial and Colonial Governments)

London, Eng. **Canadian Address: WINDSOR, ONT.** **New York, U.S.A.**

Remington UMC

ammunition is so uniformly superior in materials, workmanship, and performance that

We Guarantee Any Rifle

to the full extent of its maker's guarantee when used with REMINGTON-UMC Ammunition. Can our confidence in our goods go farther?

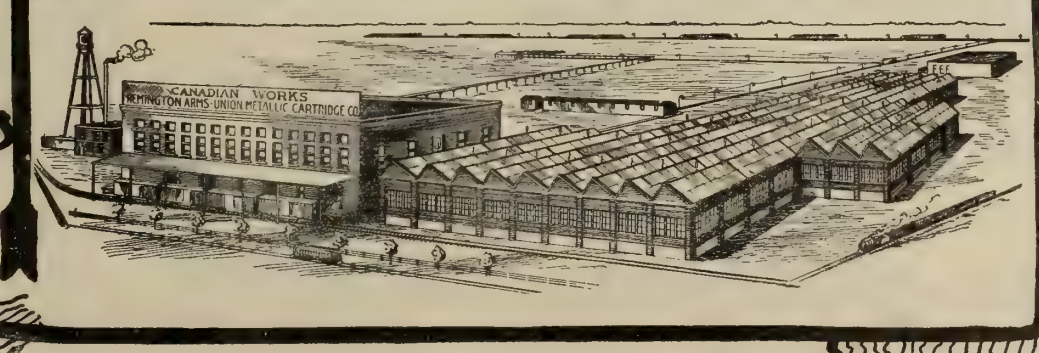
Winners of the GRAND PRIX at the Panama-Pacific Exposition for MODERN Fire-Arms and Ammunition.

Remington Arms - Union Metallic Cartridge Co.

(Contractors to the British Imperial and Colonial Governments)

WINDSOR, ONT.

London, Eng. **New York, U.S.A**



Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

You can put a stop to faulty hot water systems by installing

The Knickerbocker Regulator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

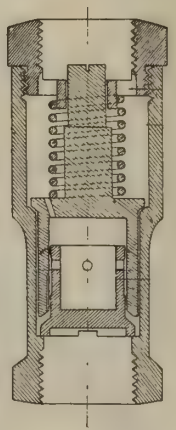
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

BOLTS AND NUTS

BOILER RIVETS

THE STEEL COMPANY OF CANADA LIMITED

WIRE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

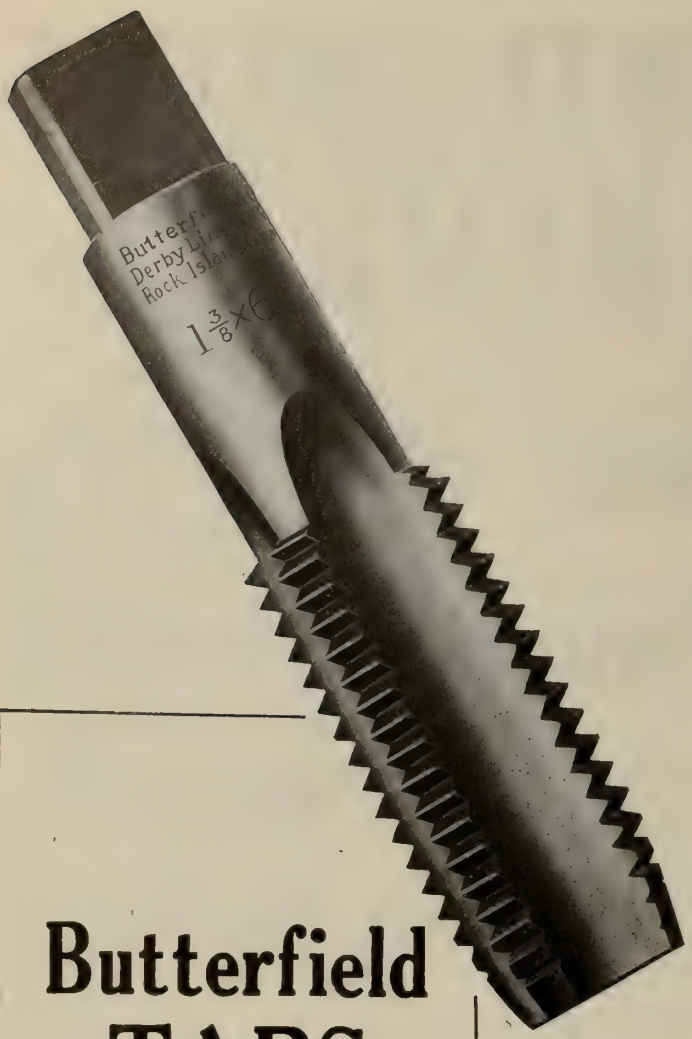
Horse Shoes
MRM and Bell

Horse Nails
MRM

Tacks,
Bale Ties, Shot,
Wire Goods, Boot Calks,
Corrugated Fasteners, Forgings,
Machine Screws, Pole Line Hardware, Putty,
Iron and Brass Wood Screws,
Iron and Steel Bars,
Wrought Pipe,
Staples.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX



Butterfield TAPS

Produce more work in a given time and last longer

This claim is based upon results of exhaustive working tests against other makes.

They will meet the demand for tools to the greatest satisfaction of your trade and pay you a very good profit.

POSITIVELY GUARANTEED

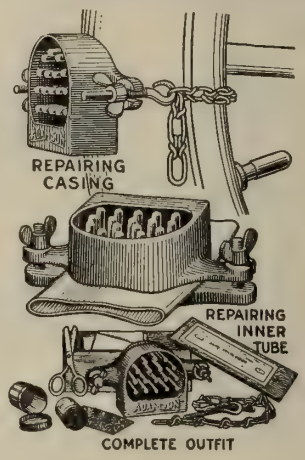
Order these "better tools" now.

Butterfield & Co., Inc.

Rock Island, Quebec — **Derby Line, Vermont**

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. ∴ HAMILTON, ONT.

Oval APPLE Picking BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

ORDER NOW.

Walter Woods & Co.

Hamilton - Winnipeg

"Metallic" Building Materials

SILO ROOFS

We are making a good kind. This is the reason for selling them. Write us for advertising literature and trade discounts. Do it to-day.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

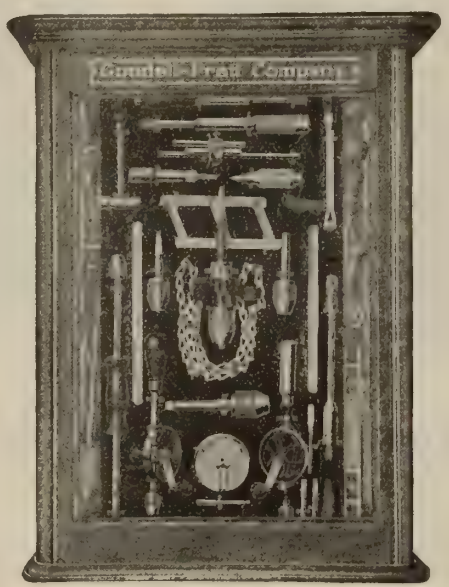
HAMILTON, ONTARIO

Warehouses : Winnipeg, London, Toronto, Montreal.

GOODELL-PRATT

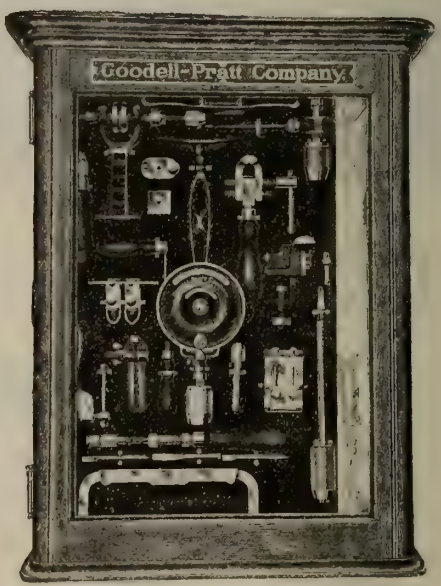
1500 GOOD TOOLS

FRONT

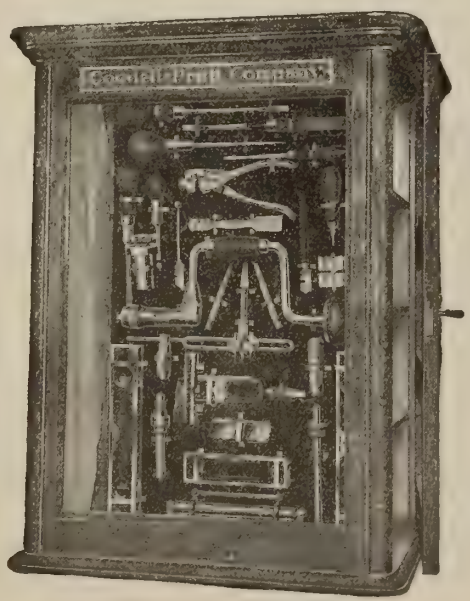


Every Hardware Dealer needs this display

Made of quarter-sawed oak, beautifully finished, with opening door at back and spacious shelves.



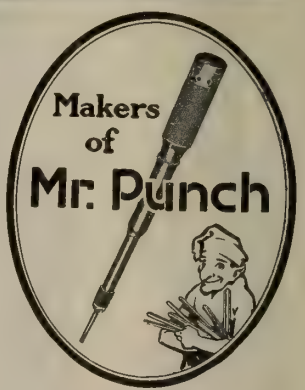
RIGHT



LEFT and BACK

A detailed list of the tools in this Assortment will be furnished any interested hardware merchant on request.

You only pay for the tools.

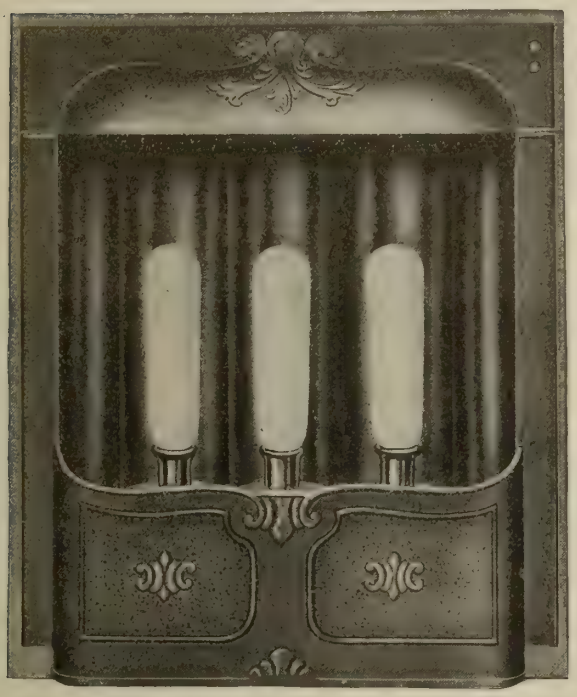


GOODELL-PRATT COMPANY

Toolsmiths GREENFIELD, MASS., U.S.A.

ENTERPRISE FIREPLACE GOODS

THE MOST COMPLETE LINE ON THE MARKET



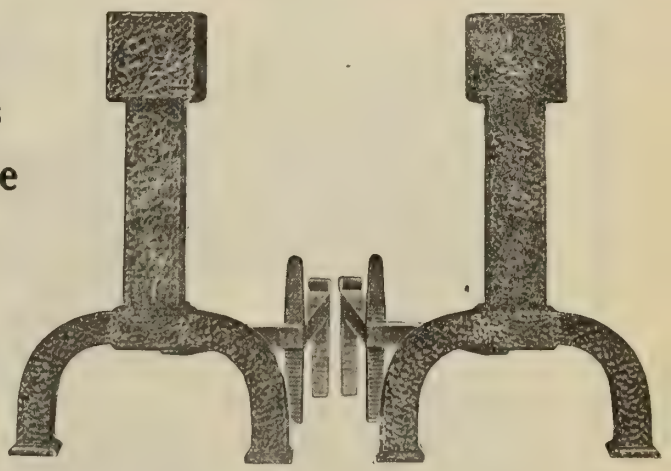
No. 170 Electric Open Grate, 16 Tile.
Made in different designs and numerous finishes.

We make everything you need in this line and have a large assortment of designs, styles and finishes to choose from.

Made in Canada.

No. 60 Coal Open Grate, 16 Tile.
One of our many up-to-date patterns.

No. 50 Portable Basket. These we can supply in many different designs and in sizes from 18 to 24 inches wide. Either black or brass plated fronts.



No. 23 Andirons. Supplied in either Flemish Iron or Colonial Brass Finish.
Our assortment of andirons is large and mighty attractive.

Both Goods and Prices Right.

CATALOG NO. 5 SHOWS THE COMPLETE LINE. WRITE FOR A COPY.

Enterprise
FOUNDRY CO. SACKVILLE, N.B.

Davidson's Stove Boards

As we have an extensive tin lithographing plant, we are naturally in a position to supply you with Stove Boards of the most up-to-date and artistic designs.

Then again our Stove Boards are seamless, no cracked or shabby corners.

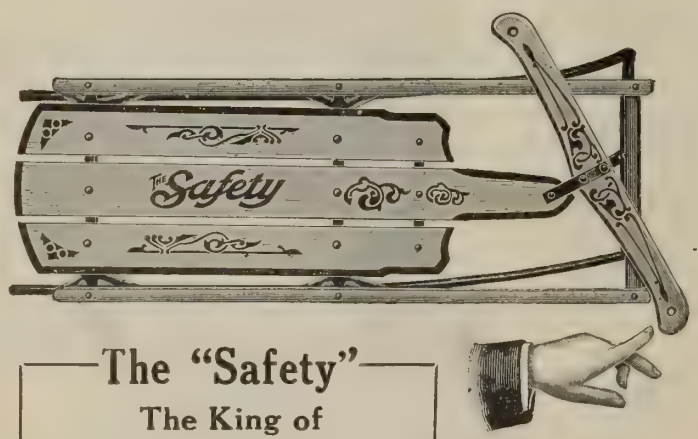
Only selected material is used.

These features make Davidson Stove Boards superior and distinctive to all others.

Write us for prices. Mail orders given prompt attention.

The Thos. Davidson Manufacturing Company, Limited

Toronto MONTREAL Winnipeg



The "Safety"

The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

MADE IN 6 SIZES
1915 Price List

Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

A Quick Sales Producer

The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

The sled bench (patented) is a solid stamping of WROUGHT STEEL, being lighter, neater and stronger than ANY OTHER method of construction.

The top (patented) DOES NOT MOVE, thereby enabling the operator to guide the sled much easier without danger of pinching the fingers as is common with OTHER flexible sleds.

The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

Packed two in a bundle. No shipment made of less than 1/6 of a dozen. The best assortment to buy in dozen lots is:—

1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

Canadian-Warren Axe & Tool Co., Limited

St. Catharines, Ontario

OAKS TO BURN

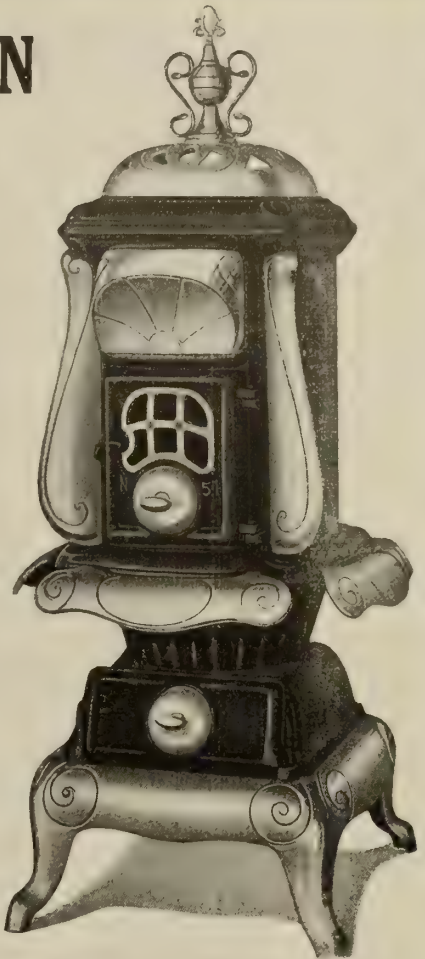
In STYLES, SIZES and PRICES to suit everyone.

If it is the CHEAPEST of the CHEAP, a MEDIUM-PRICED or a HIGH-CLASS OAK we have it, and can ship promptly, either from FACTORY or from WINNIPEG BRANCH.

Order samples to-day and be prepared for the next cold snap.

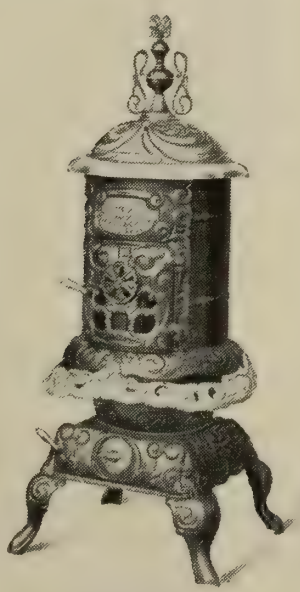
IT'S COMING SURE.

CHEERFUL OAK—4 SIZES—SIMPLEX GRATE
Single or Double Heater

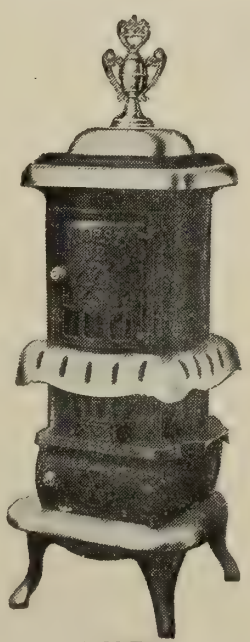


SOLID OAK—SIMPLEX GRATE
The NEWEST and CLASSIEST OAK MADE.

FAVORITE OAK
4 Sizes—Double Doors



WINNER OAK
4 SIZES—MICA DOORS.



MODEST
An ALL CAST STOVE, SINGLE OR DOUBLE HEATER.

EBONY
Made in 4 Sizes
A LOW-PRICED OAK.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

When writing advertisers please mention Hardware and Metal.

When in a Hurry, Order from Us

Eavetrough, Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, Etc., and Corrugated Iron

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

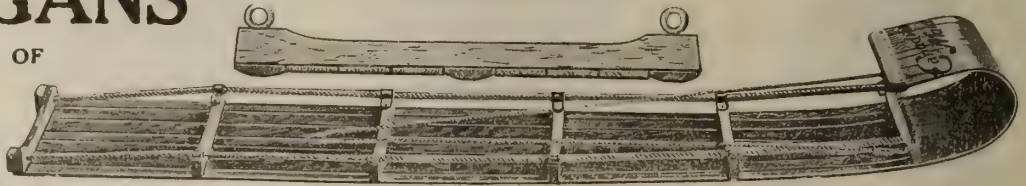
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

TOBOGGANS—"THE CANADIAN MAID"

TWO GREAT FEATURES OF "THE CANADIAN MAID"

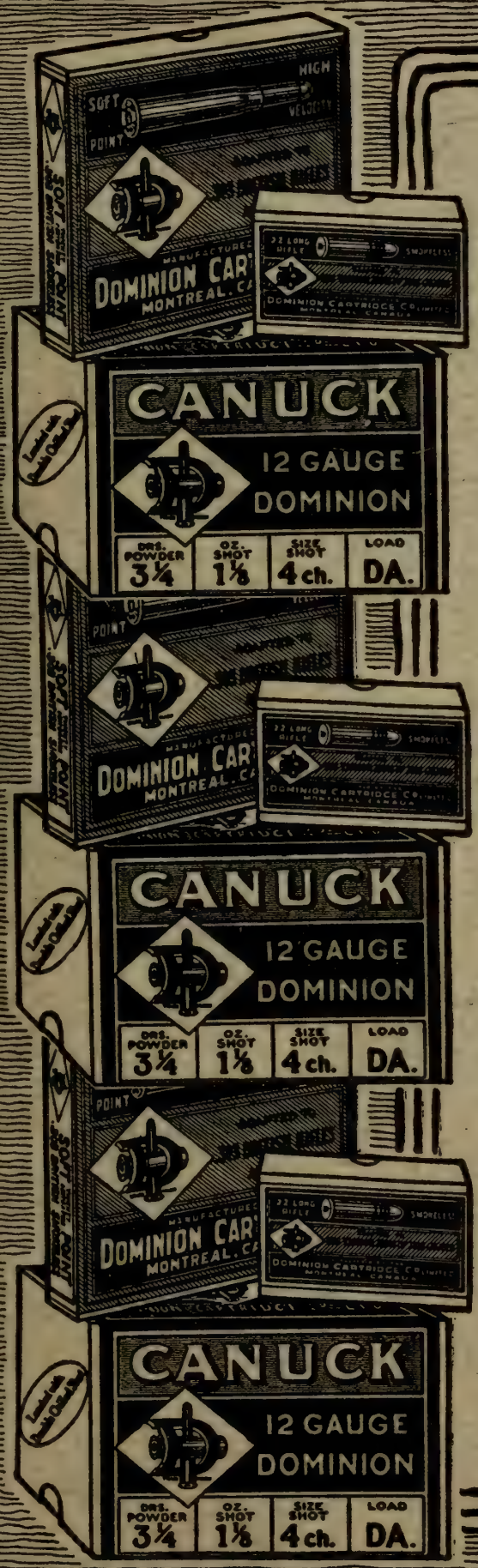


First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

PACK-TOBOGGANS A SPECIALTY. Full information on request. Write for Prices and Dealers' Discounts.

WALTER DEAN, ∴ Foot of York Street, ∴ TORONTO, CANADA



Stack them up

Put them on your front shelves. Pile them on the counters—in your show cases. Fill your windows with Dominion Ammunition. Place it where it can be seen.

You can always do a good sporting goods business when you push Dominion Ammunition, especially at this time of the year, when the hunting season is in full swing.

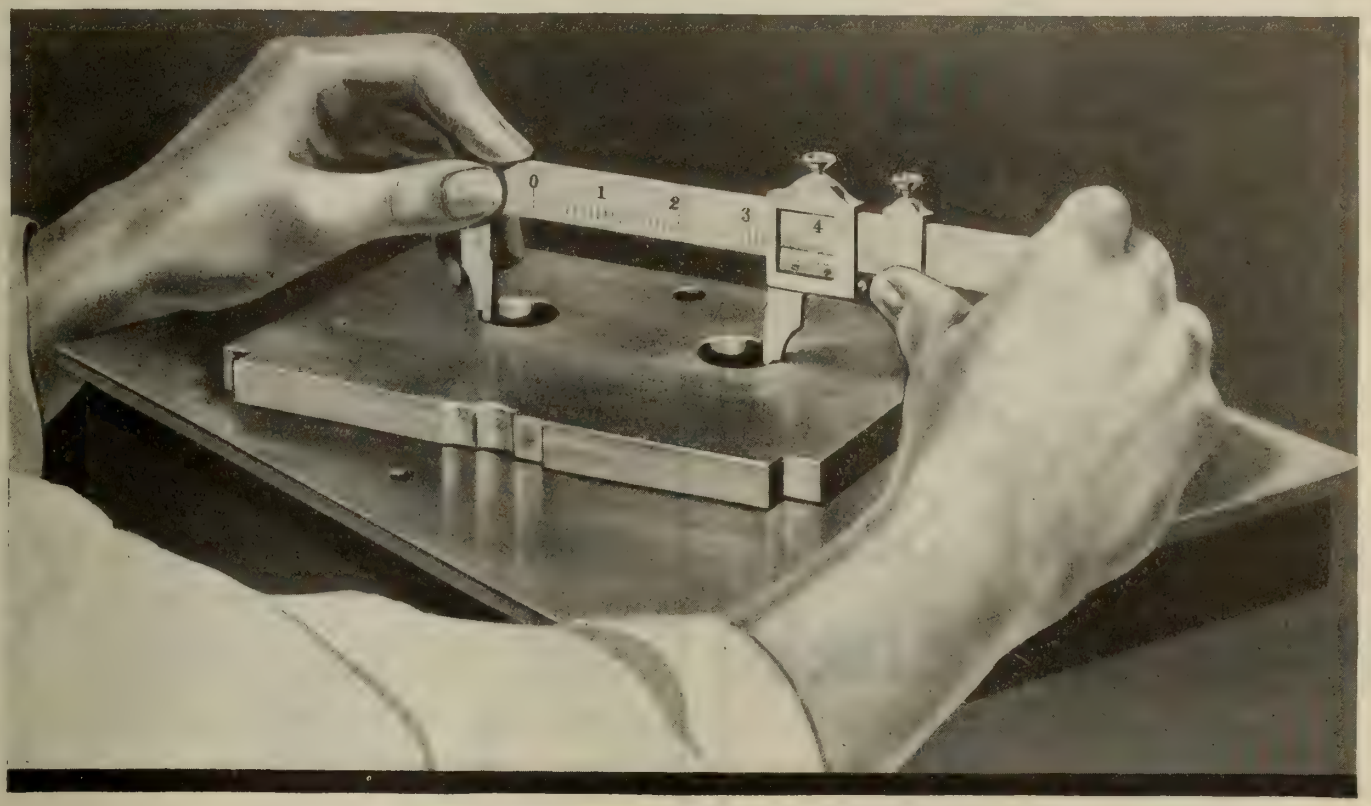
Also it will pay you to identify your store with Dominion Ammunition by connecting up with our big national advertising campaign. This is developing a lot of new business—very much worth-while business—and a lot of it can be drawn through your doors by letting the shooting public know that your store is Dominion Ammunition headquarters in your town.

Of course, you know the line—CANUCK, the fastest shot shell made—IMPERIAL, the shell that has won so many trophies at the big tournaments—and the old reliables, REGAL and SOVEREIGN. All are loaded with the best smokeless powders and double chilled shot. And then there is the black powder shell, CROWN, a low-priced, dependable load that is shot in Canada in larger quantities than any other shell made.

And metallics! There's a Dominion Metallic of a size and load for every popular rifle and any kind of game—ranging from BB caps to the high power sporting cartridges, big enough to stop an elephant.

Dominion is "the ammunition made wholly in Canada."

Dominion Cartridge Co., Limited
MONTREAL



This Man Must Have Instruments of Precision

HIS work demands tools of extreme accuracy—his job depends upon them. When he wants tools or instruments that he can depend upon he goes to the leading dealer to get them. If the dealer shows him Starrett Tools he buys them without question because every skilled machinist knows that

Starrett Tools

are mathematically accurate. Every engineer, machinist and high-class workman whose work requires accuracy knows Starrett Tools to be standard. Starrett advertising is addressed not only to workmen and engineers but to superintendents, foremen and manufacturers.

We deal direct with retail hardware men.

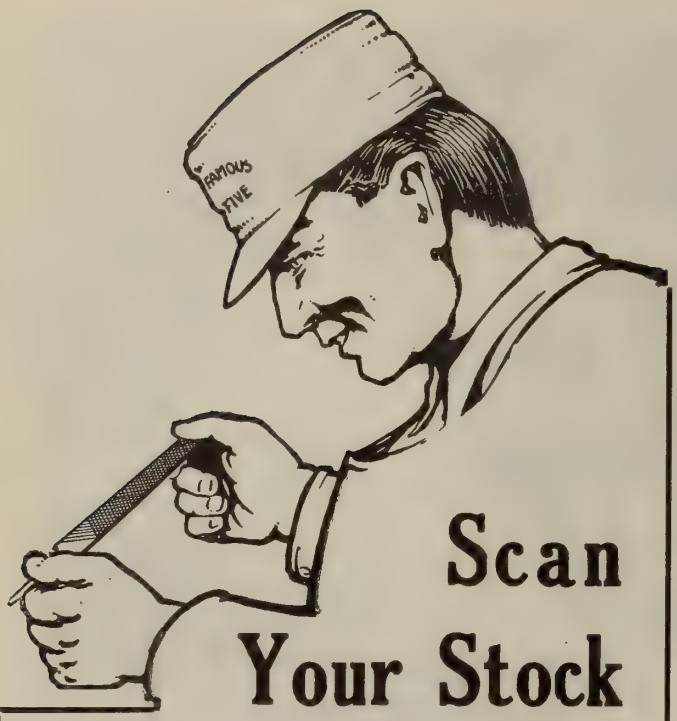
Send for Free Catalog No. 20-M.A., prices, etc.

THE L. S. STARRETT COMPANY

"The World's Greatest Tool Makers"

ATHOL, MASS.

NEW YORK LONDON CHICAGO



Scan Your Stock

This is the time to closely scan every item in your stock. To see that every line on your shelves is paying you the MAXIMUM net profit.

Take your file-stock for instance. By concentrating on one of the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

you can cut down your file-stock to the minimum — and yet meet every demand of your trade. You have our factory-stock of 4,000 patterns at your disposal. And you can turn your small stock over many times yearly—reaping a nice net profit on every "turn."

You have the trade-winning QUALITY and PRESTIGE of our 50 years' successful experience—our 5 great factories filled with modern equipment—our complete control of every manufacturing-step from furnace to finished file.

You have a line that supplies 90 per cent. of Canada's file-requirements. And you have an endless campaign of advertising—working day in and day out to dig up more trade and new customers for YOUR store.

Nicholson File Company
Port Hope *Jobbers Everywhere* **Ontario**

The Banner of Merit

Showing

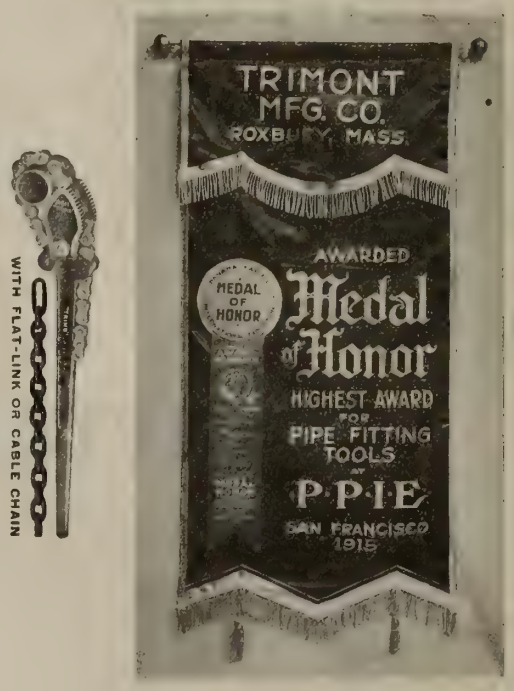
The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION



Send for Catalog No. 150

WHAT QUALITY DO YOU VALUE MOST IN A LANTERN?

"Light-Giving"—that's right!

WRIGHTLIGHT Lanterns are the only ones on the market combining the three essential and vital elements necessary, in complete and satisfactory form, viz:—

ILLUMINATION
STRENGTH
SAFETY.

WRIGHTLIGHT Lanterns are made of the best materials by the best workmen, and are superior. The globe won't crack from heat. The Safety Burner won't rock loose. The fount is rust-proof. The light is white, powerful, penetrating, and won't go out.

E. T. Wright Co., Limited, Hamilton, Canada

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

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In any business, the best test of success is re-orders.

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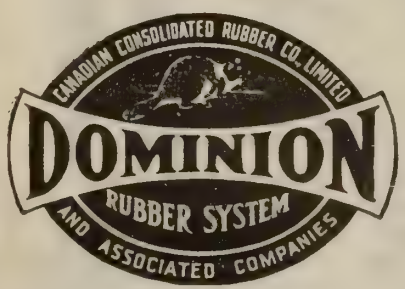

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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HARDWARE AND METAL

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Attractive Store in Lumbering Town

Proprietor of Store at Victoria Harbor States That Even in a Rural Lumbering Town the People Appreciate an Attractive Store—Makes Use of 5-10-15-25c *Counters*

THE town of Victoria Harbor, Ont., located on the Grand Trunk Railway, in the County of Simcoe, has a population of about 1,800. Lumbering is the chief industry. One of the lumber companies operates three large sawmills cutting about 300,000 feet of lumber daily. The farming country in the district is fairly good.

Eight years ago, this month, W. H. Rumball & Co., started in the hardware and furniture business at Victoria Harbor. At that time a $4,000 stock was carried. To-day the stock is about $9,000 and Victoria Harbor has a hardware store that would be a credit to many towns of much greater size. W. H. Rumball is a great believer in good displays. The accompanying views of the main store interior will give the reader an idea of how attractively the various lines of hardware are displayed. Regarding modern stores and equipment, Mr. Rumball stated, "We are confident that even in a rural lumbering town the people appreciate an attractive store and we find our display counters splendid drawing cards."

The building is of cement block construction 50 ft. x 80 ft., with basement under the entire store. The store proper is 50 ft. x 60 ft. The ceiling 12 feet high is covered with wall board. There are two display windows in the store front, with main entrance between the windows. One window is used for displaying hardware, stoves, etc., while the other is used for featuring furniture.

The second floor is entirely devoted to the display of furniture with the exception of a section 18 x 18 used for undertaking.

The tinsmithing department is located at the rear of the main store interior. In this department, tinsmithing, plumbing, electrical work, hot water, steam and hot air heating, and other work of a similar nature is carried on under the supervision of Jno. Reynolds. The undertaking department, under the direction of Mr. Allison, is conducted in con-

View at left of main entrance to store of W. H. Rumball & Co., Victoria Harbor, Ont. Note the 5-10-15-25-*cent counters on which household hardware lines are displayed.*

nection with the furniture department.

The Hardware Department.

Probably the most striking feature in connection with the Rumball store, and the one that will impress retailers, is the neat and attractive manner in which the various lines of hardware are stocked and displayed. Particular attention is paid to the hardware department by Mr. W. H. Rumball and his three sons.

To the left, on entering the main entrance, there is a 60 ft. stretch of shelving carrying tools, general hardware lines, and paint. Towards the front of the store a portion of the wall fixture has been used as a special display section for mechanics' tools. In this wall case, shown in one of the accompanying views, there is a neat display of hammers, saws, bench axes, draw knives, screw drivers, saw sets, painters' supplies, etc. The case is enclosed by sliding glass doors. Shelf boxes have been provided for a portion of the stock, the samples of the contents being neatly arranged on the faces of the boxes.

Attractive counters run down the full length of the store.

5c and 10c Counters

Special display tables have been provided for displaying various lines of household goods. These special tables run parallel with the counters in front of the hardware section. There are four tables featuring goods at 5c, 10c, 15c and 25c. The tables may be seen in one of the accompanying views. Neat price cards (the 5c and 10c cards may be distinctly seen in one of the accompanying views; are placed in prominent positions on each table. On the 5c table there are many lines of 5c hardware, including

W. H. RUMBALL
Victoria Harbor, Ont.

egg whips, fly swatters, teapot stands, mouse traps, basting spoons, graters, pipe collars, etc. These special display counters have made many sales, and it has been found that customers are very much interested in the various lines thus displayed. Special display counters of this kind are now becoming quite popular in hardware stores, and a great many are being used in various parts of Canada.

The department and variety stores in our large cities secure a large portion of their business through displaying many lines of goods in just such a manner as that adopted by W. H. Rumball & Company.

The upright pillars in the store, have had shelves attached thereto, and on these, various seasonable hardware lines are displayed.

A silent salesman facing the main entrance is used for displaying table and pocket cutlery, case goods, electrical specialties, etc.

At the rear of the silent salesman a table is used for displaying cut glass. Special shelving extending down the centre of the store has been provided for displaying lamps, lanterns, crockery, glassware, etc. The front of the partition separating the main store interior from the tinshop, has been used effectively for displaying harvest and garden tools, cross cut saws, cow chains, trace chains, etc.

To the right of the main entrance the office is located. One portion of the office forms a background for the furniture display window.

To the rear of the office is the stove department, where there is ample space for displaying ranges, heaters, oil stoves, washing machines, etc.

On the right side of the store there is also a platform or mezzanine floor, half way between the floor and the ceiling. On this elevated floor, which can be seen from all parts of the store, such lines as express wagons, bicycles, baby carriages, go-carts, clothes baskets, etc., are displayed.

(Continued on page 46.)

View at right of main entrance to hardware store of W. H. Rumball & Co., Victoria Harbor, Ont. Note stove department and also the mezzanine floor for displaying express wagons, bicycles, baby carriages, etc.

Drawing Tight Line Over Credits

Apparently Small Loss is Disastrous When Analyzed—Suggestions on Watching New Applicants for Credit—The Retailers' Difficulties and Lack of Protection

Written by the Credit Manager of a Montreal Wholesale House.

ABOUT a month ago a merchant to whom I was talking, pointed out a woman entering his competitor's store just across the street, and said in an aggrieved tone:

"I asked that woman to pay her bill which was overdue, and now she has quit buying."

He believes that she has plenty of money and that he will get his bill paid, but the episode does not end there. Probably the other merchant could tell a similar story about people coming to my friend's store.

This particular question of money and credits is a constant drain on the energy of the retail merchant. How far should he allow his bills to run, and to whom should he give credit?

Unfortunately he is at a really serious disadvantage in answering this question when compared to the rest of the business world. The manufacturer, wholesaler, and jobber have their Dun and Bradstreets, who for a very small fee in a year are prepared to give them definite information of the capital, business, habits and character of any and all firms to whom they sell. The large instalment houses are pretty well protected with liens on the goods they sell.

But the retail merchant is to a great extent unprotected. The more successful merchants are seriously harassed by the competition, in this as in other respects, by the inexperienced entries into the field. When a customer applies for credit it is a difficult thing to refuse if the business is conducted along these lines. They may be positive deadbeats, but under the present system it is exceedingly hard to know it. On the other hand, they may have money, but be exceedingly slow to part with it.

What is the remedy?

Education of the customers that when they buy goods for their house they must use business principles would undoubtedly simplify the problem. At present a great many customers, whether able to pay their bills or not, seem to consider it a positive insult to be asked to pay their accounts. Why should this be? The retail man is told by his wholesale dealers that he must pay and it has come to be regarded as a mere business detail. He must pay his accounts when specified at purchase or give a good explanation. Otherwise his credit suffers and his field for purchasing narrows, as other houses are promptly made aware of this condition. But the householder calmly flits from store to store for years, leaving unpaid bills. The man who has been stung seems to take a certain amount of consolation from the fact that his competitor is suffering the same dose, although he may be carrying a couple more customers of the same brand at which the competitor is smiling shrewdly. The competitor on his part would not deign to ask information before opening a new account. It looks like more business he is stealing away.

This brings us to co-operation. There is a small town in Eastern Ontario where it is difficult for the deadbeats to exist. The keenest competition exists and the merchants are up-to-date and aggressive. But they know the value of co-operation. They keep in touch with each other, on markets, prices, and people. They know with each other, on markets, prices, and people. They know that information they give is well repaid on other occasions. Consequently, it is not a Paradise for people who do not pay their bills. The merchants all insist on their customers paying their bills promptly. The people are learning that they must carry out their agreements on time, or that they will be forced to pay cash at all times.

There is hardly a doubt but what the future will see a credit association established for the retail men. It is said that ninety-five per cent. of the world's business is transacted on credit, and in order to destroy the parasites which cling to this class of trade, some method must be found. There will always be a percentage of losses by bad credits, but a great proportion of the losses suffered by retail merchants is preventable.

Consider for a moment the tremendous actual loss on a bad debt. Let us say for example that on ten dollars' worth of goods the gross profit is about $2. After all expenses are paid the net profit is 50c. Now suppose a ten-dollar account is lost, you lose the actual net result of two hundred dollars of sales. Or even figuring on gross profits, you lose the result of fifty dollars of sales, and throw in your efforts and expenses gratis.

Furthermore, out-of-town dealers, particularly, as well as city stores, by allowing long credits actually encourage cash dealings with department stores. If they restricted their credits closely there would be less surplus cash to be sent to their biggest competitors. Certainly if their customers can pay for department store and mail order goods in cash, there is a vast field for the reductions in time now allowed.

It takes REAL BACKBONE on the dealer's part, but it pays handsomely.

There are a great many firms successfully doing credit businesses, but they keep a strict watch on all credits. Some time ago I read an interesting article in Hardware and Metal in which a writer stated that in the merchandising of goods there are three important stages—buying—selling and collecting of accounts.

There are three important stages of retail merchandising. In the first place there is the buying—for goods must be well bought. In the second place there is the selling—for no matter how well goods are bought there must be a proportionately good sale, a sale where there is a profit and a satisfied customer too. In the third place there is the collecting—for goods that are not paid for are not well sold. The trouble with many merchants is that they pay little attention to the collecting as a factor in the sale. They buy at a certain figure and they sell at a certain figure, and they estimate the proportionate overhead expense; and they then think that they have arrived at a basis of profit. But if the collected price is not equal to the selling price, plus interest and expense of collection, then that selling price cannot be figured as a basis of profit.

Accepting then that the sale is not completed until the retailer has received the actual cash it is on this basis that the merchant must buy. In other words he must make allowance between his buying and selling prices for the cost of collection, for the bad accounts and also he is entitled to make allowance for interest on the outstanding accounts until they are collected as it is only then that he has realized his selling price.

If the merchant carries say an average of ten thousand dollars on his books for a year he should make allowance for this in his buying and selling; his credit business is costing him good interest on this amount. Say at eight per cent. the merchant is paying $800 the year on his ten thousand dollars of accounts for the convenience and accommodation of his

(Continued on page 43.)

A Plea for the Retailer

Canada Has 250,000 Retailers—What Would Happen if They Were to be Suddenly Eliminated? Asks Writer—Thinks Government Should Have Consulted Experienced Retailers Before Purchasing War Supplies

By E. M. Trowern, Secretary, Dominion Board, Retail Merchants' Association.

IN addition to the many false statements that were often made on public platforms and in the press, in "Times of Peace," regarding the abolition of "Middlemen," they have now been served with an additional notice in "Times of War," by some representatives in the Dominion Government at Ottawa, to make their "Exit" or "Pass-out" as unworthy of recognition.

Those who have had practical training in commercial matters, and who have graduated from that great commercial school which is founded on human experience, and which is so little understood by the professional mind, but who have among their numbers the many Merchant Princes who have graduated with honors, through their own energy and ability, and whose names stand out in every city and town in the Dominion, as honorable and upright citizens and who are doing their share to make Canada known throughout the Empire, as the "Little Nation of Shop-keepers" is known throughout the world, wonder why this sudden charge against them has been made. Is it being done in order to direct the public mind away from the unbusinesslike methods of party politicians, or because it is thought that "Middlemen" still continue to exist as mere units, and they are so submissive and conscious of their guilt that they will not resent the many unfair and false statements that have been, and are now being made against them? If this is the intention of the attack, and the insinuation, we desire to have that removed at once.

Canada Has 250,000 Retailers

There are in Canada to-day over two hundred and fifty thousand loyal and honorable retail merchants, who, if they had an opportunity, and found it absolutely necessary, would shoulder their rifles and go out after the common enemy; and they would prove themselves worthy of their class. But owing to the fact that by so doing, and by locking up their stores the community would suffer untold hardships anl inconvenience, they are forced to "stick to business" and to guard Canada "in the market and shop."

Following the order of the natural channels of trade, we have the Producer or Manufacturer, the Wholesaler, and the Retailer; then comes the Consumer, who consists of the fourth turn in the channel. But the largest consumers are chiefly among the first three, as they are the classes who spend the most, and by so doing they keep the wheels of commerce turning.

Through false doctrines preached by day-dreaming theorists and persons who have had no commercial training, the idea has been created that products or manufactured articles should go direct from the producer to the consumer, and that by so doing they could be sold cheaper to the consumer. It is false doctrines of this sort that have brought about the suggestion that the "Middleman" must go. If the "Middleman" had not a place in the community, or if he is a "Parasite," as some ignorantly assume he is, he would have been swept away centuries ago. But going away back in history, back almost beyond tradition's very dawn—thousands of years before Romulus was suckled by the wolf, fifteen hundred years before Alexander rode in the splendor of his conquest from Macedonia to the gates of India, eighteen hundred years before the Wise Men of the East followed the resplendent star that paused to shine on the tiny Babe that lay in the rude manger of Bethlehem—and there we find on the eastern shores of the Mediterranean a great nation of traders—the Phoenicians—the first great nation of merchants of which history can boast any record.

If the Merchants Were Gone, What?

Take the merchants with their shops and their stocks, with their busy, bustling enterprise, out of the cities, towns and villages of Canada, and Canada might as well be removed from the map of British North America.

To every one dollar that Canada has invested in production or manufacturing, she has over **One Hundred Dollars** invested in distribution, so that any effort put forth to abolish the "Middleman" who is the distributor, would be inconceivable.

Our defence of the "Middleman," however, in this brief article is first to show that it is absurd to think of removing him; and secondly, to point out to some of our legislators and politicians the great amount of needless expense and time that might have been saved when the war broke out, if they had only stopped to consider what a great benefit these poor abused "Middlemen" might have been, and can be yet, in advising the Government, if it would be remembered that they have just as much love and interest for their country in which ninety-five per cent. have staked their all, as either the manufacturer, the farmer, the laboring man, the doctor, the lawyer, or any of the professional classes. It may seem unkind to state it, but ninety-nine out of one hundred business men in Canada, who have read the evidence that has been produced before the special commission believe that the unbusinesslike methods adopted by the Government, brought out in this investigation, will reflect as much upon them as it does on those "Political Pedlars" who have no established places of business, but who have been surrounding Ottawa begging for orders, having only one object in view, and which object most of them seem to have secured.

Probable Course of Procedure

We all realize the suddenness with which this fearful war enveloped us, and as business men we can see how helpless many of the Ministers were when what had to be done, had to be done quickly; we can see how easily they got bewildered in the quantity of articles that were required. But let us suppose, for example, that a Minister required ten thousand suits of clothes to be made at once. If he knew nothing about clothing, and with a large order in his mind, he would naturally think of a clothing manufacturer; possibly he would like to have them made in Canada, by a Canadian manufacturer, and he would quite likely consult with his deputy or some clerk in the service, or some political friend, who might not know any more about clothing than he did himself. He would be in a great hurry to do something. They would likely call in a manufacturer of cloth; perhaps a political friend or the first one whose address was at hand, and naturally any manufacturer who was approached would think that his goods were the best, and the operation would commence. Prices would be given for the cloth, and a second person would have to be brought in to give a price for making. Up to this point, the whole matter was in the hands of two people, the maker of the cloth and the maker of the suits, and they have a Minister or

(Continued on page 34.)

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 10

IN lesson No. 9 which appeared in this paper, I demonstrated how to use shading on square faced letters. I did so because the style of shading featured in lesson No. 9 was easier made, and better for the beginner, than the spurred Roman shown in the accompanying Chart No. 10, and described fully in this lesson. In this lesson I will also take up border ruling and corner designs, and also the mixing of shades.

The formation of the Roman alphabet and numerals was gone into and thoroughly explained in lessons 7 and 8 published in previous editions of this paper and by this time you should, if you have been diligent in practice, have no difficulty in making complete show cards with this style of type. The shading on this formation, being more difficult than in lesson No. 9, you should make an extra effort to master it.

There is one thing which should be impressed very thoroughly upon the beginner and that is the all importance of this branch of the show card work. Shading has been in vogue ever since show card writing has been recognized as a trade by itself, and is still just as necessary to know. There is no way that the plainness can be taken off a show card quicker than by the use of a shade. By its use a plain black and white card can be made to attract the prospective customer, when the plain card would be passed unnoticed. It has the effect of making the black letter stand in relief from the white background.

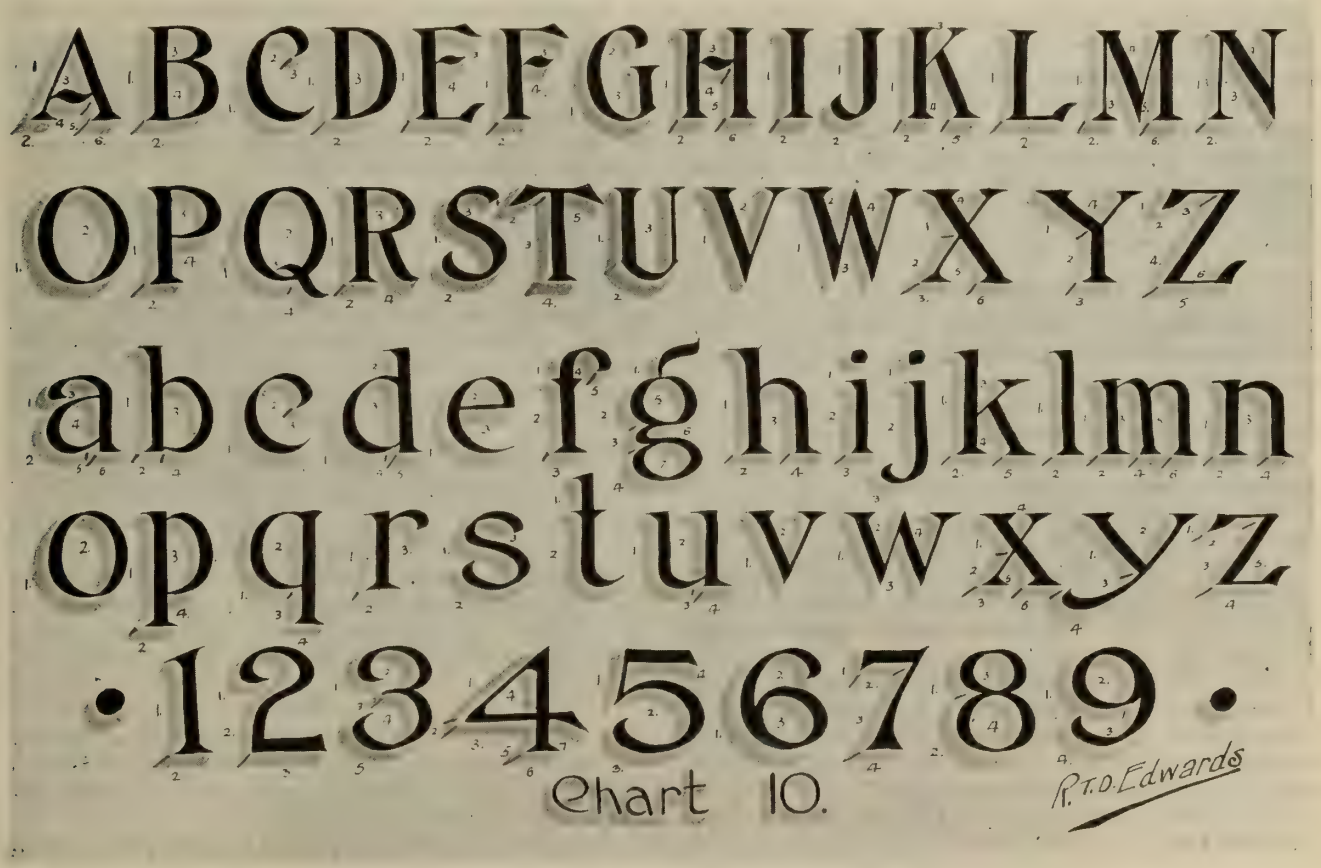
THE CHART—UPPER CASE

The shadow on the letter "A" is composed of five complete strokes. Stroke 3 will be found to be the most difficult one. At the finish of this stroke it is necessary to turn the handle of the brush to the left in order to get it to meet the cross bar of the letter squarely.

B's shadow is made with four strokes of the brush. Curve strokes 3 and 4 are made with the same movement.

Shade stroke 1 of C is found on many other letters and needs much practice. This must be made quickly to get a smooth stroke.

Shade stroke 1 of "D" is made more frequently than any other stroke. Note how often it appears through the chart. This should be made often until perfected.



The shade necessary for the "E" and "F" is composed of four strokes for each letter. Stroke 4 is a small one but must be kept parallel with the centre stroke of the letter.

It is absolutely imperative not to allow the shade to touch the letter. The curve finish of stroke 2 of G is made by lifting the brush while turning the curve.

The letter "H" is composed of six shade strokes. Stroke 4 is similar to those on "E" and "F."

The finish of the shade stroke 1 of the letter "J" is made by turning the brush to the left and finishing the stroke off square.

Shade stroke 3 of K you will find the most difficult on this letter. It is necessary to turn the brush to the left, and when lifting it turn downwards to get into the angle of the letter.

The shade of the letter "L" is quite simple as compared with some of the other letters. However, much practice is needed in these strokes especially No. 2.

The letters "M" and "N" are difficult letters to shade. It is the angles on the ends of strokes 3, 4 and 5 which cause the beginner much trouble. On stroke 4 the brush must be drawn down with the full width until the narrow part is reached. The angles are filled in by turning the right hand side of the brush downward. Strokes 3 and 5 start off with a fine stroke and are made the reverse of stroke 4.

The letter "O" shade is simply two quick curved strokes.

The pointed effect of shade stroke 4 of "P" is made by lifting the lower side of the brush first.

Stroke 2 of "Q" unlike that of "O" must be finished square.

Shade strokes 4 of "R" and 1 of "S" need a great deal of attention.

Stroke 2 of "T" is narrower than the rest of this letter. It is made with the side of the brush.

The letter "U" has three shade strokes and they all need much practice.

The "V" and "W" shadows are much the same as those of "M" and "N." The same principle that applies to the latter should be used for the former.

Shade stroke 1 and 5 of "X" should appear as one continuous stroke, as should 4 and 2 of the same letter.

Stroke 4 of the letters "X" and "Y" are to be made the same as stroke 3 of "K."

The peculiar formation of "Z" makes its shading difficult. This letter needs much attention.

Lower Case.

If you accomplish the shading on the upper case lettering before attempting the lower case work the latter will be easier.

All six strokes of "A" require a lot of practice as do the four strokes of the letter "B."

Strokes 2 and 3 of letter "C" can be made with one stroke of the brush, with practice.

The shade stroke 3 of "D" needs a lot of attention in order to get the curved beginning correctly.

All the shade strokes of "E" have appeared in previous shadows and should now be made easily.

Stroke 4 of "F" should be made many times in order to get the right curve.

"G." The shadow on this letter is all curves. Hours of practice on these alone is not too much. Stroke 3 of the shadow of "H" is often made in two strokes, but for the purpose of getting speed in the work it is best to make it without having to lift the brush.

The shadow on the dots of "I" and "J" may seem small but need to be made correctly.

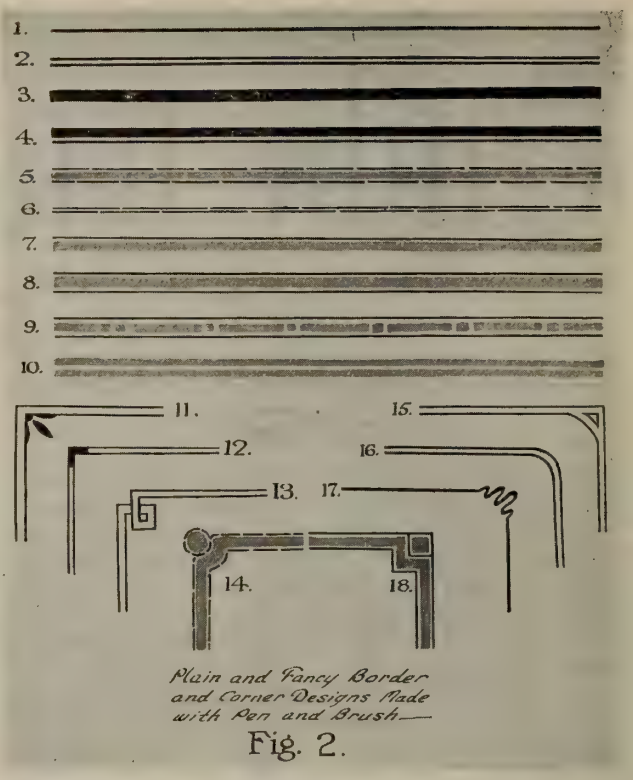


Fig. 2.

Chart showing various styles of borders and corner pieces

The shade on the lower case "K" is the same as that on the upper case.

The shade stroke 3 and 5 of "M" and 3 of "N" are made the same as stroke 3 of "H." Just one stroke of the brush.

The "O" and "P" shadow is the same foundation as the upper case letter.

Shade stroke 2 of "Q" is of similar formation to that of 3 of the lower case "D."

Stroke 3 of "R" is one that needs frequent practice.

The shade of the "S" is the same as the upper case.

Stroke 2 of letter "T," and 1 of letter "U," are both the same and it is quite important to have them made gracefully. Practice these often.

The V, W, X and Z shadings are all the same as the upper case lettering but don't be afraid to practise them again.

Stroke 4 of the "Y" is the only one in the alphabet, and for this reason it needs a lot of hard practice.

All the lines composed in the shading the figures are used in some way or other in shading the letter so they do not need to be gone into separately. It is enough to say that each time you practise a stroke, no matter how often you have done it before, will do you the world of good both for shading and letter formation because the majority of strokes go hand in hand.

How to Keep Brushes.

It is impossible to make this class of shading unless you keep the brush flat pointed at all times. There should be no going over the work two or three times. Every stroke should be made with one sweep of the brush.

Shade Mixing

I will name a few shades which are used extensively for shading purposes. These added with the greys taken up in lesson No. 9 will give you a good assortment for some time to come.

Pale green is mixed by putting a small portion from

your regular green colors into about 8 or 10 times as much white. Mix thoroughly and add either pigments until desired shade is reached. Pale green has always been a favorite for shading or line ruling.

Pale Blue is mixed similar to the green except that the blue is used to color the white. If ultramarine blue is used care must be taken not to add too much as this color is very strong.

Flesh shade is made by mixing a small quantity of yellow and red into a larger quantity of white.

A mixture of a small quantity of yellow in white makes a cream that can be used for lettering or ruling on dark cardboard.

When brown tones are used on a card, a shade mixed from small quantities of red, yellow or black mixed in white. Use white until a light shade of brown is produced.

To get a violet shade mix a small portion of blue and red in a much larger quantity of white. This is an excellent shade for ruling and scrolling on white card.

Mix all these shades thoroughly. A small quantity of each shade should made and kept moist and covered in a small screw top jar.

Border Ruling

Among the many branches of show card work, ruling borders both plain and fancy is one of great importance.

You must learn to do this work quickly and accurately.

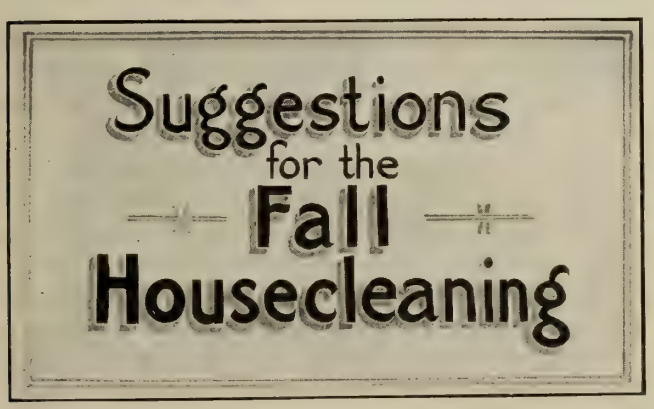
Use a ruler about 24 inches in length. It must be absolutely straight. There is a heavy one in use with a heavy brass edge riveted on that is an exceptionally good one for cardwriting purposes. Always mark out the border first with pencil.

When making the border with pen or brush use the edge of the ruler that does not rest on the card. Both sides can be used by turning the ruler over. A smudge is almost sure to result if you attempt to border with the side of the ruler that rests flat upon the surface of the card.

Various Styles of Borders

Border No. 1 is made with a stub pen. This is the most used of all borders. No. 2, is double pen border. It is absolutely necessary that the lines run parallel.

No. 3 is made with a No. 6 red sable writer brush. No. 4 is a combination of the pen and brush. No. 5 shows a



Suggestion for Seasonable Card

grey centre with a broken pen line on either side of it. This style is quickly made and is quite effective. Any color can be used for the centre.

No. 6 shows the double broken pen line border.

No. 7 is a pen and brush combination. No. 8 has the pen border on both sides of the shade line.

No. 9 shows a broken centre brush line with the straight pen line on both sides. No. 10 is the double brush line.

Below the border designs are corner pieces which can be used with the borders, as the accompanying card illustrates.

Corner piece No. 11 is made entirely with the pen. The conventional corner design is simply outlined and filled in. This can be used with border No. 2.

No. 12 is even simpler than No. 11. It is also made with the pen and can be used with border No. 2. No. 13 is a little more difficult and must be done more carefully. Similar designs to this were used in the old school drawing books. No. 15 and 16 shows pen corner pieces which can be used with No. 2 border and which are quite simple to execute.

No. 17 is also quite simple to make. It is just as quickly made with a wavy stroke across the corner to join up the two ends of the border lines.

Nos. 14 and 18 show a little more difficult part of the work, but with care can be made accurately. No. 14 can be used in conjunction with border No. 5 and No. 18 with border No. 8.

Other branches of show card writing will be taken up in Lesson No. 11 to appear later in this paper.

WALL STREET'S RAKE-OFF

THE total transactions of the New York Stock Exchange for five days this week have exceeded 7,000,000 shares. This means $1,750,000 in brokers' commissions.

All this money comes out of the pockets of customers, and there is naturally no disposition on the part of members of the Stock Exchange to check the frenzy of stock-gambling. Neither is there a disposition on the part of the governors to inquire too closely into the character of some of the stocks that are dealt in.

The game is wide open, the sky is the limit and everything goes.

Already sensational stories are everywhere in circulation in regard to fortunes that have been achieved by pyramiding shoe-strings. It is the same sort of talk that the tourist at Monte Carlo used to hear morning, noon and night, and the kind of prosperity that was dinned into his ears there had the same basis as this new Wall Street prosperity.

After the lean years, Wall Street's hands are again full of fat and it is making the most of its opportunities.

The general economic effect of this stock-gambling debauch can only be bad. A speculative public is not buying legitimate securities for investment. It is buying "war brides" and "war babies" in the naive belief that it can get rich quick in beating Wall Street at its own game.

The day of reckoning will come, of course. The bottom will drop out of a crooked market. There will be much bleating among the lambs that have been trimmed. Defaulting cashiers and faithless clerks will make the kind of atonement that defaulting cashiers and faithless clerks usually make in such circumstances. Amateur speculators will think longingly of the savings-bank books that they once possessed. The Stock Exchange will come in for another period of investigation, with the demand for Government regulation, and attorneys for the Exchange will issue eloquent statements explaining how the business of the country could not be carried on without an open gambling market for securities

Two confidence men in one of O'Henry's stories scrupulously refused to work New York because they did not regard it as sportsmanlike. To them it was like dynamiting bass in a Texas lake. Wall Street is not much concerned about sportsmanship these days. Its motto is the motto of the father of Mr. Dooley's parlor Socialist —"Get th' goods."—N.Y. World.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 9, 1915 No. 41

DOES PARCEL POST PAY?

IN A RECENT issue of a Toronto daily paper an item referring to Canada's Parcel Post system appeared as follows:

"People have no idea how easily and cheaply parcels can be sent by parcel post in Canada," said C. Gleeson, of Winnipeg, who has practically the jurisdiction of the whole parcel post system from Ottawa to Dawson City.

"The department stores are about the only institutions that are really making a thorough use of the system, and they do so because it pays." Mr. Gleeson stated that the small parcels from 8 pounds down were most frequently sent. The maximum limit is 11 pounds in size up to 2 feet 8 inches by 3 feet 6 inches.

Here is an admission from the Post Office officials that the Parcel Post system is a failure. Last year the then Postmaster-General, L. P. Pelletier, in arguing for increased revenue for his department, stated that the Parcel Post was not yet paying its way.

The Bill establishing it was forced through Parliament after many set-backs; the fight extending over a number of years. It was strongly opposed by the business press of the country which showed that it was of value only to a few big stores in Montreal, Toronto and Winnipeg, and that it would build up these cities at the expense of the other centres and particularly the small towns and villages, which are so essential to satisfactory rural conditions. The Post Office officials and others promoting the Bill finally overcame the opposition by representing that under the zone system the proposed Parcel Post system would be of no value to the big departmental stores; that it was really in the interests of the smaller cities and towns.

The Bill was based on one adopted by the United States, but neither there or here has the zone system been found of value to the public at large. Instead, the big mail order houses send their goods and catalogues by express to Post Offices in zone centres from where they are distributed at a lower rate than the efficiently managed express companies can afford to carry them. It is apparently not paying in the States. A representative of one of the largest mail order houses in Chicago volunteered the information recently that the system was a great advantage to them, but some day the country would employ a good cost accountant who would discover that the business was being done at a heavy loss; that the country was paying much more to carry the parcels than they received from the shippers.

The present Parcel Post system is clearly transferring the business of centres to a few big cities, and if this business is being done at a loss, it is up to the Government and M.P.'s outside the big cities to deal with this matter. If these are the facts, as they undoubtedly are, in these times of heavy and increasing taxation, it would be a great public economy to abandon the present Parcel Post system entirely and establish one on a self-sustaining basis.

VALUE OF SMALL CENTRES

THE VALUE of the smaller centres to the farming population of the country is often overlooked. The fearful loneliness of farm life in new districts in Western Canada where villages with their churches, schools, stores and halls for entertainment, have not sprung up, is clearly depicted in a story recently published in London by that clever Scottish authoress, Miss Macnaughton. The story of rural England, with its numerous cases of insanity and murder, due to isolation, are ample confirmation of this. Europeans often build their homes in the villages and go out each day to work on their farms. In Canada the weekly visit to the town store, to the church, or to bring the children to and from the High School, brings a change that makes farm life, on which our future so much depends, worth living. The fact that it is the local business man who is the main support of these public institutions must not be overlooked. Such profits he makes are expended chiefly in this way. His taxation goes entirely to local objects. He is therefore entitled to all the support that can be given in assisting him to develop the community in which his business is located. Conducting a public utility, like the Parcel Post system in such a manner, that the large mail order houses are the chief bene-

ficiaries will prove disastrous to the rural communities upon which Canada, as a nation, is largely dependent.

NET PROFITS COUNT

EVERY time a merchant is tempted to make a sale at a cut price he should remember that it is the net profit that counts, not the total sales. The business exists solely for the profit it makes. If it makes no profit it is not a success. The merchant's business can grow only by making a profit. Every new thing that comes into the store must be paid for out of the profit. Every dollar you take out of your store outside of your salary must come out of the profit. Otherwise you will meet trouble sooner or later.

"It is the net profit that counts, not the total sales." Every sale made at a loss takes away that much profit from a profitable sale. Every sale made at cost means that much opportunity for making a profit gone. Every sale made at a profit adds that much to your other profits. If you don't get the profit, how can you ever have it? If you don't ask a profit, how can you ever get it? Better small sales with some profit than large sales with no profit. Make your sales as big as you can, but always make the profit just as big in proportion.

THE BUSINESS OUTLOOK

THE ADVENT of fall and the good news from the war zone during the early part of the week have had a decidedly beneficial effect on trade generally. Fall hardware lines are moving in a very satisfactory manner and retailers are buying a little more freely than formerly. There is a hesitancy in placing orders for future delivery on some lines, owing to uncertainty regarding future prices. The recent cool weather has stimulated the demand for small heaters. Other lines of stoves, with the exception perhaps of furnaces are moving satisfactorily. Retailers stocks are still very low, due to the hand-to-mouth buying policy which has been carried on for many months past. The steel trade in Canada is now in a prosperous condition, as shown in the annual statements of some of the steel companies recently issued. The steel plants continue working to capacity on bars and forgings for shells, there being practically no limit to the demand. The merchant bar business has improved to some extent, but the demand for structural shapes is still very light.

The successful termination of the Anglo-French loan negotiations in New York and the rise in sterling exchange to a more normal basis is expected to have a beneficial effect on the metal market. There has been, however, up to the present, no marked improvement. Reports from Western Canada indicate that there is a marked improvement of late in all branches of the hardware trade. A more optimistic feeling exists at the present time than at any time since the outbreak of the war, more than a year ago. Referring to the business outlook in the United States, one of the Republic's large banks in its monthly review of business, just issued, states that evidences of permanent betterment in business are multiplying so rapidly that mere hope has given way to a conviction that the next twelve months will witness a very real prosperity and one which need not be synonymous with inflation. What remnants still remain of the spirit of ultra-conservatism in business may be ascribed to the psychological effect of war news. The letter states:

"True, dissensions arising from conflict of policy of this and European Governments are ever present, and with the continuation of the war, likely to remain so. But American industry has arrived at a point where general expansion must naturally follow liquidation of the past three years. The favorite speculation as to what might happen were the war to end suddenly has been replaced by a more widespread belief that even in that eventuality there would still remain the bigger opportunities of the reconstruction period which would naturally follow."

SHOWCARD WRITING

IN THIS issue appears lesson No. 10 of a series on showcard writing prepared for Hardware and Metal by R. T. D. Edwards. The value of showcards for assisting in attracting attention and creating sales cannot be over-emphasized. In the large stores, and in a fair percentage of the smaller ones, showcards are used extensively. There is, however, a tendency on the part of some merchants to overlook the importance of showcards. A man who has made a close study of retail conditions, in a recent address, stated as follows:

"I find a large number of small advertisers seem to be overlooking the merits of interior and show window cards. Very often you will see sales advertised in newspapers in spread-eagle style, yet you will find by visiting the store advertising in this manner that things are going along, both inside and out, just the same and with no more enthusiasm or action than if nothing unusual had been advertised. The use of attractive showcards catches the customer's eye who may or may not have read the newspaper advertisement. Customers responding to advertised sales are frequently compelled to cross-examine clerks in order to learn what should have been on display cards in a conspicuous place. The card in front of the prospective purchaser is a powerful reminder at the psychological moment."

MANY IMPORTANT price changes are announced in the weekly market reports from buying centres, which appear elsewhere in this issue. For many months past, important price changes have taken place almost every week.

A PLEA FOR THE RETAILER

(Continued from page 28.)

his deputy or some other official who are inexperienced in the clothing business to deal with.

If the sun takes the color out of the cloth, if the lining drops below the material, or if it shrinks after the first shower of rain, who should the blame be placed upon? It should be placed upon the inexperienced Government ministers, or the men who undertook to enter into a contract about which they knew nothing. If business men were asked to enter into a similar contract, they would first find out a capable well-posted "Middleman," one who has a well-known reputation and an established business, and one who knows the quality of goods that every manufacturer makes; one who would know the makers of good cloth and those who make goods for the cheap bargain trade, as well as those who know how suits should be made. By doing this there would be someone to put the responsibility on, and someone to check up any manufacturer who might be tempted to take an unfair advantage.

The Experienced Retailer Knows

This same plan could and should be followed in all Government purchases: boots, optical goods, automobiles, etc., and it is the only plan to insure good and proper value. But some prejudiced minds might say: "Oh! I see, you want to give those 'Middlemen' a chance to make something!" Our answer is: "Who can tell you about the quality of any article but the man who is skilled by experience in handling all lines of that article?" A grocer can tell nothing about gold, jewelry, or good quality silver-ware. A jeweler knows nothing about the quality of soap; and while there are only a few brands of what might be termed good soap in Canada, if the Government approached all of the soap manufacturers, they might all say that theirs was the best. But the skilled grocer knows, and he can tell you, and the manufacturers know that a skilled grocer knows what he is talking about. To still more strongly impress the importance of this argument, we ask you, if you are not a merchant tailor, to try to guess what make of cloth your clothes are made out of, and likely you have been wearing clothes for many years, but unless you are experienced you will be sure to guess wrong.

The merchant tailor who knows his business can tell you, because he has learned his business. Outside of the particular business that we have learned, we know very little, and this applies to Major Generals as well as to Cabinet Ministers, and to all others. The middleman who desires to build up his business and to keep his name over his door untarnished, and who has a knowledge of the quality and make of goods in his line, stands between the manufacturer and the consumer, and in his own self-interest would naturally see that his customer got the best value, and the best make for the price that was paid.

Customer's Interest Comes First

The great majority of retailers or "Middlemen" as they are called, have no financial interest in any manufacturing concern. They gather the products of the various manufacturers together, and this gives them an opportunity to make comparisons and to find out what their customers say about certain lines that they buy, and if the experience of the customer proves that certain lines do not wear well, they discontinue handling these lines.

With an intelligent retailer the customer's interest is his first consideration, as the only way in which he can increase his business is by having satisfied customers, and those who will continue to give the merchant his patronage.

The "Middleman" is therefore not only necessary, but essential, and his services can never be dispensed with.

MASTER CUTLER ACKNOWLEDGES RECEIPT OF RAZORS—STATES NEED IS STILL GREAT

Canadians have responded nobly to the appeal for old or spare razors, for the use of troops at the front. To date over 20,000 razors have been forwarded to England. An effort is being made to make a total of 25,000. It is felt that if every hardwareman would send in his collection without delay, a total of 25,000 would be reached in a week's time. The following letter from the Master Cutler, Sheffield, in which he acknowledges receipt of the first consignment of razors has been received by Mr. T. B. Lee. The letter reads as follows:

Cutler's Hall,
Sheffield, Sept. 21st, 1915.

Thomas B. Lee, Esq.,
Toronto.

Dear Sir:—

I have been much gratified to hear of the success of your effort in collecting razors for the Troops mentioned in your letters of August 12th, 26th and Sept. 3rd, and on the arrival at Liverpool of the 4,500 I telegraphed you congratulating you.

I have delayed writing until now expecting the first consignment to arrive here any day, but various delays have been caused, which is quite natural at the present time, and I have received them the last two days.

They are certainly a very fine lot of razors, and your many friends have been most generous in parting with them.

The most of them are in such good condition that very little will need to be done to them in order for sending forward, and most of them will be in the hands of the War Office within the next week.

I am daily expecting the arrival of the second consignment of 5,500, and which are probably already on the way.

I felt sure that when you first brought the matter to my notice that Canada generally would respond generously to the Appeal if the opportunity was given them, and I do heartily congratulate you on being the sender of the largest number of razors received from one source.

For your information, the razors already received from other sources amount to 123,000, in addition to which there are the 5,500 from yourself not yet to hand, and we have already put in good condition and sent forward to the War Office for the Troops 80,000.

There is such a very strong feeling of gratitude existing between Britain and Canada in connection with the response of both men and munitions that I am sure they will be pleased to recognize this valuable effort.

I am remaining in office of Master Cutler for a second year, and as the demand for Razors is still very great, I am continuing the collection, and hope that I may still have some future assistance from yourself.

With most grateful thanks for your efforts,

Yours faithfully,

(Sgd.) W. H. Ellis, Master Cutler.

Hardwaremen will note in the letter that the demand for razors is still very great.

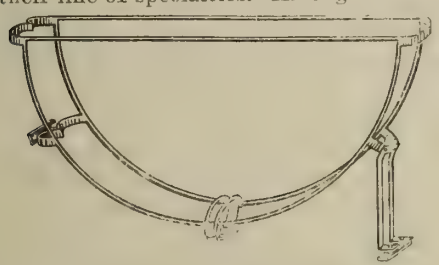
Every hardwareman can "do his bit" to relieve the situation by forwarding his collection (small or large) without delay. Kindly forward razors addressed to Thos. B. Lee, 30 Front St. E., Toronto.

New Hardware Goods

Offered Canadian Hardwaremen

TIRE HOLDERS

The McKinnon Dash Company of St. Catharines, Ont., and Buffalo, N.Y., are adding several new auto accessories to their line of specialties. Among them are



McKinnon Tire Holder

two tire holders for Ford cars—one for a single tire, the other for two tires.

They are made of steel electrically welded—light, yet strong and durable. Their Japan finish carefully baked on makes them bright and attractive. They can be easily and quickly attached to the running board and fender at the left of the front seat where the tires will be kept cool and clean—well away from heat, dirt and oil. They hold the tire securely with no "side sway" to loosen the fender or running board.

They have a simple locking device to prevent theft. They can be used for smooth or non-skid tires, with or without covers, and detachable rims.

The company has also produced the new McKinnon Storage Stands for automobiles. They are made in two sizes; one for large cars and one for smaller cars, such as Fords, etc. They are designed to be placed outside of the wheels, so that the hub will rest securely in the pocket at the top of the stand. They

McKinnon Storage Stand

are claimed to be better than jacks for they won't tip over, the base being 7 in. x 8 in. Made of steel electrically welded, they are light yet exceedingly strong. They are guaranteed to hold any car weighing up to 8,000 pounds.

No. 50 is 15¼ in. high, and a set of four weighs 10¼ lbs. The larger size, their No. 60, is 17 in. high, and weighs 11 lbs. per set. They nest nicely for shipment, and a good stock of them can be carried in a small space. They are finished in black japan carefully baked on, making them very resistant to rust. Complete details will be mailed upon request.

SCREWDRIVER DISPLAY

The Peck, Stow & Wilcox Company, Southington, Conn., is now offering to

Peck Stow & Wilcox Screw Driver Display Rack

the retail hardware trade a screwdriver display rack.

This selling aid is designed to show to advantage Pexto Solbar screwdrivers, a solid bar tool that stands up under hard usage, and has a bearing surface that prevents the hand from slipping.

The fixture is of handy size, 9 x 12 inches, and made to stand or hang. It is constructed of metal and enameled in colors, orange, blue and white, the lettering being in black. The tools are arranged on the rack to show the different talking points. A spring-clip ledge holds the screwdrivers firmly in place. These display racks usually are first used in the window, after which they are hung up or stood on the counter inside the store.

ANGLO-AMERICAN COUNTER DISPLAY

The Anglo-American Company, Pittsburg, Pa., are offering to the trade an attractive display shield, containing an assortment of insulated flashlights.

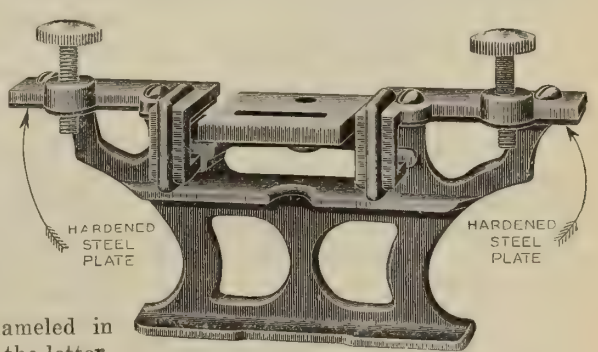
The shield is lithographed in three colors, and is fitted with a strong easel back. The assortment of flashlights contain six popular selling sizes.

Assortment "A" contains ten complete flashlights, with batteries and a battery tester. Assortment "B" consists of fourteen complete flashlights, with batteries, eleven extra batteries and two display shields, one for window and one for counter.

Complete details can be had from the Anglo-American Co., Pittsburgh, Pa.

IMPROVED SAW TOOL

The Simonds Canada Saw Company, Montreal, offers to the trade a new saw tool called the Simonds Crescent Saw Tool. The makers claim that the difficulty with some saw tools is that the hard teeth of a saw rubbing across it will cut into the softer metal of the casting. It is said that it soon alters the rather exact adjustment which governs the amount of filing to be done on each tooth or raker in a cross-cut saw, and consequently the best filing results are not obtained. The improved Crescent saw tool is now fitted with a hard steel



Simonds Crescent Saw Tool.

plate, against which the teeth of the saw rub. It is claimed that this prevents the teeth from cutting into the plate and altering the adjustment. The makers state that expert filers greatly appreciate this feature.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Personal

W. L. Helliwell, of Winnipeg, manager of the Gurney North-West Foundry Co., was in Toronto during the week on business.

W. C. Jackson, who has been connected with the Hobbs Hardware Co., of London, Ont., for a number of years, has joined the staff of Brandram-Henderson, and will commence his duties on the road within the next few days.

Friends of Joseph Bradley, manager of the Canada Paint Company at Red Mill, Que., will extend sympathy in the death of his eight-year-old son, who was killed, as the result of being struck by an automobile, on Volontaire Street, Three Rivers, on Monday evening.

Business Changes

Fort William, Ont.—Estate of Hallenberg Bros., hardware and furniture, has been sold to P. Galinet.

Carberry, Man.—Estate of B. McCormick, hardware, has been sold to Harvey & Nash.

New Firms

Walkerville, Ont.—A. Long, who was with the Walkerville Hardware Co. for fourteen years as purchasing agent, has formed a partnership with Ald. Herbert Wilson, of Windsor, and will open a hardware and mill supply house in the new Oddfellows' Temple. They expect to open up about October 20.

Open Calgary Branch

Calgary, Ont.—D. Ackland & Son, Winnipeg, manufacturers and wholesalers of carriage hardware, are opening a branch here at 720 11th avenue, west. A new three-storey building 50 x 80 is under construction, and is expected to be ready for occupation about the middle of the month.

Winnipeg Notes

J. C. Craig and L. C. Marr, of the Miller Morse Hardware Co., returned on Saturday from a trip through the three prairie provinces.

Jas. Ogden, who for several years has been in the employ of L. Naismith, of Morse, Sask., has taken over Mr. Naismith's business, and will conduct it in future.

Ontario Incorporations

Standard Toys, capitalized at $40,000, head office Toronto, to manufacture and deal in toys, etc.

Norfolk & Rochester Hardware Co., capitalized $40,000, head office Haileybury, to carry on in all its branches the business of hardware merchants, both retail and wholesale.

The Capital Electric Company, Limited, has been incorporated with a capital stock of $40,000, head office Ottawa,

Industrial Notes

Windsor, Ont.—The Kelsey Wheel Co. will make an extension to their factory at a cost of $10,000. Wells & Gray, of Windsor, are the general contractors.

Collingwood, Ont.—The Imperial Steel & Wire Co. will start operations at their plant early in October. Some delay has been experienced in connection with the contracts.

Dominion Steel Foundry Co.—An addition, 100 x 160 feet, to the main foundry building of the Dominion Steel Foundry Co., Hamilton, Ont., is nearing completion. The company has installed in this addition one 25-ton acid open-hearth furnace and one 30-ton Shaw electric 4-motor crane. The company has also installed a complete outfit for machining 3-inch British shrapnel shells and machinery for finishing 4.5 howitzer shells.

Dominion Incorporations

Electro Zinc Company, capitalized at $24,000, head office, Sherbrooke, Que., to own and operate mines, smelters, etc., and to deal in ores, metals, etc.

Specialty Paper Bag Co., capitalized at $100,000, head office Toronto, to manufacture jute, cotton, paper and all kinds of bags and containers.

The Sorel Steel Foundries Company, capitalized at $100,000, head office, Sorel, Que., to take over the business now carried on at the City of Sorel by Beauchemin & Fils, and to carry on the business of iron smelters and brass and steel founders, etc.

Dominion Brake Shoe and Foundry Co., capitalized at $200,000, head office St. Thomas, to manufacture all kinds of brake shoes.

Canadian Duplex Steam Trap Company, capitalized at $40,000, head office, Walkerville, Ont., to manufacture, buy, sell and otherwise deal in steam traps, iron, steel and other metal goods generally.

Chevrolet Motor Co. of Canada, capitalized at $500,000, head office Toronto, to manufacture automobiles, etc.

Montreal Engine Packing Company, capitalized at $20,000, head office Montreal, to manufacture, import and export preparations and articles made of asbestos and other materials, belting, mill supplies, etc., and to take over as a going concern the business of the Montreal Engine Packing Co., Montreal.

Retail Merchants Organize

Neepawa, Man.—At a meeting held recently at this place, a local branch of the Retail Merchants' Association was formed. W. E. N. King, hardware merchant, was appointed secretary, and J. C. Card as president.

Obituary

Sunderland, Ont.—The death occurred recently of Robt. Charter, hardware and furniture merchant.

Toronto, Ont.—After an illness of two weeks' duration, George Gouinlock, for thirty years treasurer of the Toronto Hardware Co., died at his home, 165 Jameson Avenue. Deceased was in his 83rd year. The late Mr. Gouinlock was born near Seaforth, Ont., where he resided until thirty years ago, having been connected with the salt mines there for some time.

Convention Postponed

The convention of the Brandram-Henderson sales staff has been postponed from the 13th and 14th of October to the following week. October 26 and 27 are the dates set for the convention at Toronto.

Joins the Colors

Regina, Sask.—James McGeorge, who was connected with Messrs. Peart Bros., hardware merchants of this place for some time, was presented with a wrist watch on the occasion of his leaving their employ to join the colors.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1066. **Toys, dolls, etc.**—An English firm desires to communicate with Canadian firms in a position to supply them with leading novelties in toys, dolls, etc., suitable for the coming Christmas season. They do a cash trade and are open to take up an agency for Canadian goods. Illustrated catalogues with prices are desired.

1067. **Enamelledware.**—A firm of hardware merchants in the south of England desires to get into communication with Canadian manufacturers of enamelledware.

1068. **Bentwood chairs.**—A Midlands firm asks to be placed in touch with Canadian manufacturers of bentwood chairs.

1071. **Ironmongers' supplies.**—A British firm inquires for bolts and nuts, wire nails and screws. Quotations c.i.f. Liverpool.

1073. **Hardware and wood handles.**—An English firm is open to purchase all kinds of hardware on a cash basis. Catalogues should be sent and prices must be delivered Birmingham. They also desire to get into communication with Canadian exporters of wood handles.

1074. **Household utensils, ironmongery, wooden handles.**—A British firm would like to hear from manufacturers of the following articles: All kinds for domestic use made of wood, tin or iron; mechanics hand tools; wire nails; nuts and bolts; wooden handles. Prices should be delivered Birmingham.

1075. **Ironmonger's supplies.**—A firm in England is in the market for the following: stamped steel butts, stamped steel blackflaps, bolts and nuts, wire nails, tower pincers, all kinds of plyers, washboards, all sorts of enamelware, tee hinges, all kinds of cycle goods, wrenches, cycle bells, hand bells and cycle pumps, etc. Prices must be delivered Birmingham.

1081. **Ironmongery, wooden handles.**—A firm in England inquires for all kinds of tools, wire nails, nuts and bolts, wire netting, etc. They are also in a position to purchase large quantities of miners' pick handles, manure folks, hay forks, etc., Prices must include delivery at Chesterfield.

1082. **Rope and string.**—A British firm is prepared to consider samples and prices c.i.f. Liverpool.

1084. **Brass rods.**—A British firm inquires for high-speed brass rods for military purposes. Full particulars required and prices should include delivery Birmingham.

1085. **Weaving wire.**—A firm in England is in the market for weaving wire.

1086. **Washers and rivets, fencing wire, brass and copper goods.**—A firm in Birmingham inquires for copper washers and rivets. Samples should be sent with prices delivered c.i.f. Birmingham. They are also in the market for galvanized wire netting for poultry runs, in rolls 50 yards by 1 yard. (Prices must include delivery, Liverpool) and brass and copper sheets and brass and copper wire. Full particulars and samples requested. Prices delivered Birmingham or Liverpool. The brass sheets should be polished one side. Size, 4 feet by 2 inches, 28 and 30 w.g.

1087. **Steel sheets.**—A British firm can buy large quantities of steel sheets, 30 inches by 21 inches, various thicknesses, nickelled one side.

1089. **Hemp, twine, etc.**—A British firm would like to hear from any Canadian firm in a position to offer hemp, jute and cotton twines, jute covered cords. Manila cords, plain and coloured Hessians and tarpaulins. Samples must be sent with prices delivered Liverpool or Bristol. State earliest delivery.

1090. **Wire nails.**—A firm in Birmingham submits the following specification. Canadian manufacturers please quote lowest prices and best export cash term c.i.f. Penang for:—

Four shipments at 250; 1,000 kegs best round wire nails with flat chequered heads, each keg to contain 45 pounds made up into 25 packets. Kegs to be made as large as possible and with iron hoops.

Sizes:	1½	2	2½	3	4	5	6 inches
Gauges:	12	10	9	7	6	5	3
	40	60	60	40	20	15	15-250 kegs

Please state earliest delivery first lot.

1092. **Accumulators, screws and bulls-eyes.**—A Birmingham firm is open to purchase 200,000 accumulators for pocket-flash lamps. They are also in a position to buy yearly 300,000 gross of brass and iron-wood screws principally ½-inch by 4-inch round heads (samples should be submitted; prices delivered Liverpool) and are prepared to place orders for large quantities of glass bulls-eyes for pocket-flash lamps.

1093. **Brass globe holders.**—A firm in England can place an order for one million brass electric globe holders. Quotations should include delivery Birmingham. (Samples can be seen at the Department of Trade and Commerce, Ottawa.

DO YOU THINK OF SAFETY?

When you leave your home for your day's work, do you remember that constant care is necessary? Do you, when you arrive at the office, factory, or shop, bear in mind your own safety and that of others? To think first of safety means consideration for others; it means lives spared and fewer vacant chairs.

Most accidents can be prevented, but what is each one of us doing to prevent accidents? We must not expect that care will be taken for our safety, and never take thought for that of another.

It is estimated that a man's average earning power is $700 per annum. Some of us receive more and some less, but whatever we earn each year will be reduced after a serious accident and will be stopped by death. What are you going to do about it? The obvious thing to do is to learn safety—to insist upon others doing their work in the safe way—to point out to the proper officials unsafe practices and unsafe machines—to take no chances. It may seem unnecessary to tell you this, but what of each year's toll of life and limb? Get the safety habit and pass it along as a heritage to the children.—Bulletin issued by Ontario Safety League.

CATALOGUES AND BOOKLETS

Beach Foundry Co. Stoves, Ranges and Furnace Catalogue

The Beach Foundry Co., Ottawa, Ont., has just issued catalogue No. 20, featuring the company's extensive line of Maple Leaf stoves, ranges and furnaces. The catalogue, consisting of 112 pages, is handsomely gotten up. The illustrations show up splendidly on coated paper. The cover is exceptionally attractive. A pocket has been provided in the inside back cover for holding the price list, which has also been attractively gotten up in book form. In addition to prices on stoves, ranges and furnaces, there are prices on all repair parts. One decidedly interesting feature in connection with the catalogue is a description of "how the Maple Leaf line is made." Six pages have been devoted to illustrate and describe the process of manufacture of the company's products. The illustrations reproduced in colors are very attractive. The description is interesting and educative.

Walkerton, Ont.—H. A. Havill, of this place, has sold his hardware business to Patterson Bros., of Chesley.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

MANY important and far-reaching price changes have gone into effect during the week. The advance predicted last week in bolts, cap screws, nuts, etc., has taken place. Other lines which have advanced during the week are iron and steel, including forged, refined, horse shoe and Norway iron and mild, sleigh shoe, tire, toe calk and high-speed steel. Lower quotations are in effect on some brands of galvanized sheets. Cotton rope has advanced 1 cent per pound. Following recent advances in the price of certain makes of guns and rifles, another maker has announced an advance. Poultry netting has been placed at 45% discount for spring delivery from Montreal, Toronto and London. Quite a number of other price changes and adjustments are referred to in the market reports from various buying centres. Attention in the paint trade is being focused upon the future situation of mixed paints. Some definite action will probably take place about the 1st of November and a price reduction would not be unexpected in some quarters. The metal markets are still quiet, but weakness is exhibited in some metals. Fall hardware lines are moving well and stove manufacturers report that business is fully up to expectations. Further details are reported this week regarding the many price changes which were announced in last week's report. The wet weather, fairly general throughout the three prairie provinces a week ago, caused a slight falling off in business, but with the advent of finer weather, there has been a noticeable improvement.

MONTREAL

MONTREAL, Oct. 7.—There is a further noticeable improvement in country trade. This covers both shelf and heavy hardware. In general lines there is an indication that the crop returns are having effect, and that there is a disposition to place orders more freely. However, it is still noticeable that the bulk of the buying is in staples rather than in luxuries. In heavy materials the demand has been accentuated by the late fall movement by water, there being good booking for the last boats. In the city, business continues dull. From Western Canada there are indirect reports through Eastern manufacturing concerns that there is a better spirit, and that buying has recommenced on a broader scale. However, it is expected that it will be some time before this improvement is important. Stove dealers report sustained activity, and particularly in heaters there is a marked improvement over a year ago. In paints the movement still drags, and there is evidence that the uncertainty of the price situation is a deterrent factor.

A number of important price changes have been announced covering some broad features of the market. Common iron has been advanced 10c, and there have been proportionate increases throughout the whole range of iron and steel, including forged refined, horse shoe and Norway iron and mild, sleigh shoe, tire, toe calk, and high-speed steel. Otherwise the metals have been comparatively quiet, although there has been an important reduction in zinc. Bolts and nuts are up about 5 per cent. through the entire range. Set and cap screws are on a new basis. Large pressed spikes have gone up 10c. Remington rifles are increased 10 per cent. through the range. Cotton rope has advanced 1c to a base of 23c, and there have been important increases in the prices of sash cord in sympathy. Poultry netting has been placed at 45 per cent. discount for the spring business. Prices on boiler tubes and plates are said to be subject to readjustment in the near future, and the paint trade is looking forward with interest to the announcement of zinc producers as to future prices, which will be an influence in the spring quotations on mixed lines.

Tin.—Although there has been no important change in local tin quotations, the tendency has been downward in sympathy with the London and New York markets. The situation generally continues dull, particularly for futures, and such have been the conditions recently as regards consuming interest that an American metal journal makes the remark that it would seem as though large users had gone out of business entirely. New York has dropped something over a cent during the week, and of the local figures of 41c to 42c the latter is more generally followed, and some business has shaded under it.

Spelter.—The situation in spelter shows little change, and the local quotation of 19c to 20c holds nominally, although it is reported that some business is being done slightly below. New York reports the situation as being quiet and quite steady, with little change in quotations; altogether prices are slightly lower than a week ago.

Lead.—The local market for lead at 6¼c to 6¾c remains steady and firm. New York shows small net changes for the week, although there was considerable strength shown at different periods. Second-hands are still getting better prices than being quoted by the Trust, and advances are being expected in some quarters. However, late reports indicate that there is a tendency in London to ease off on the advances which were made last week.

Copper.—On the favorable influence of the completion of the negotiations

MONTREAL QUOTATIONS.

Tin	41c-42c
Spelter	19c-20c
Copper	21½c
Lead	6¼c-6¾c
Antimony	35c
Solder, ½ x ½	25c-27c
Solder "strictly"	27c-29c
Aluminum, Ingot	55c lb.
Wire Nails	$2.50 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

for the floating of the allies loan in the United States there has been a renewed inquiry for copper. London has shown advances, and these have been reflected in higher figures in New York. Locally 21½c is being quoted still, although advances are likely to be made at any time. However, generally speaking, it is not the opinion of those closely in touch with the situation that increases will not be great, as the statistical position of the market does not warrant much higher prices than now current.

Antimony.—The local quotation for antimony of 35c continues as a nominal indication of the market for Chinese and Japanese varieties. For Cookson's or Hallett's the stocks available are so small that prices are practically at the dictation of the seller. The fact that 44c is quoted in New York for these brands gives some idea of the heights to which the market has gone.

Aluminum.—It is difficult to make quotations for aluminum, and any figure must be considered as nominal. Locally 55c is being quoted, but when New York reports 48c to 50c on ton lots with the market strong, it will be understood that prices here depend very much upon the attitude of the seller and the cost of his stocks.

Solder.—Solder has been without material change in the general quotations, and the costs of the principal raw materials have continued comparatively steady. For half-and-half the figures are 25c to 27c, and for strictly 27c to 29c, with the lower figures generally favored.

Iron and Steel.—Advances in iron and steel are a feature of the week. Practically the whole of the list is affected. Bar iron is up 10c; forged iron, 15c; refined iron, 5c; horse shoe iron, 15c; Norway iron, 25c; mild steel, 15c; sleigh shoe steel, 20c; tire steel, 10c; and toe calk steel, 10c. Following is the new list of prices:

Common bar, per 100 lbs.	$2.20
Forged iron, per 100 lbs.	2.45
Refined iron, per 100 lbs.	2.45
Horseshoe iron, per 100 lbs. ..	2.45
Norway iron, per 100 lbs.	4.75
Mild steel	2.25
Sleigh shoe steel	2.30
Domestic	2.30
Reeled machinery steel	2.75
Tire steel	2.35
Toe calk steel	2.85
Mining cast steel, per lb.	0.07¾
High-speed steel, per lb.	1.00
Cammell Laird, lb.	
Sheet cast steel, lb.	0.15
Black Diamond tool steel, per lb.	0.08
Silver tool steel, lb.	0.13½

Bolts and Nuts Advance.—The rolling mills announce a general advance on bolts and nuts, the revision taking the quotations to the trade up about five per cent. Following are the new discounts:

Carriage bolts ($1), list, ⅜ in. dia. and smaller, 65 and 5 p.c.
Carriage bolts ($1), list, 7-16 in., 55 p.c.
Machine bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh shoe bolts, ⅜ in dia. and smaller, 60 p.c.
Sleigh shoe bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and lag screws, 70 p.c.
Skein bolts, 70 p.c.

NEW DISCOUNTS ON BOLTS AND NUTS

Applying to Standard Lists

Carriage Bolts ($1.00 list) 3-8 in. diameter and smaller	**65, 5%**
Carriage Bolts ($1.00 list) 7-16 in. diameter and larger	**55%**
Machine Bolts 3-8 in. dia. and smaller	**65, 10%**
Machine Bolts 7-16 in. dia. and larger	**57½%**
Sleigh Shoe Bolts 3-8 in. dia. and smaller	**60%**
Sleigh Shoe Bolts 7-16 in. dia. and larger	**50, 5%**
Coach and Lag Screws	**70, 10%**
Skein Bolts	**70%**
Square Head Blank Bolts	**57½%**
Bolt Ends	**57½%**
Plow Bolts	**55, 5%**
Elevator Bolts	**60%**
Fancy Head Bolts	**50%**
Shaft Bolts ($3.00 list)	**50%**
Step Bolts, large head ($3.00 list)	**50%**
Whiffletree Bolts	**50%**
Nuts, square	**4c off list**
Nuts, hexagon	**4½c off list**

Terms: 2 per cent. off 30 days from date of shipment.

Square head blank bolts, 57½ p.c.
Bolt ends, 57½ p.c.
Plow bolts, 55 and 5 p.c.
Elevator bolts, 60 p.c.
Fancy head bolts, 50 p.c.
Shaft bolts ($3), list, 50 p.c.
Step bolts, large head ($3), list, 50 p.c.
Whiffletree bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, hexagon, 4½c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 80, 7½ p.c.
Tire bolts, 75 p.c.

Set and Cap Screws Advance.—The new and advanced prices on set and cap screws have now gone into effect. The new quotations are as follows:

Set screws, case hardened, 65 and 10 per cent.
Square cap, 60 and 10 per cent.
Hexagon cap, 60 and 10 per cent.

Galvanized Products.—The market for galvanized pipe, sheets, etc., is generally steady on the prices which have been in force for some time. The disposition to cut prices, which followed the very unsettled conditions regarding spelter and the slow demand, is not strongly evident, and quotations are holding fairly well, all things considered. Taking the present basis of spelter, it is claimed that lower prices are not warranted, but there may be a considerable difference as to the cost of various stocks in the hands of jobbers. Plants turning out certain galvanized products, including galvanized ware, state that the spelter market is not yet low enough to encourage operations, in view of stocks of product on hand and the high prices which continue to discourage consumption.

Lead Pipe.—The quotations on lead pipe and lead sheets are being maintained. This is in the face of the weaker market for raw material which has prevailed for some time. It would seem to be the intention to maintain prices as follows:

Lead pipe	$ 0.9½
Lead waste pipe	0.10½
Sheets, 3-lb. sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

Nails and Screws.—An advance has been made on pressed spikes, ⅝-inch in diameter. The increase is 10c and the new base is $2.95 Montreal. Screws are very firm, but the looked for advance is still deferred. There is a continued shortage of the sizes being used in the manufacture of ammunition boxes.

Mechanics' Tools.—The very satisfactory business in mechanics' tools continues, indicating that the manufacture of munitions of war continues to spread. Prices on some lines are very firm.

Sheet Zinc.—The zinc market has dropped to a basis of 18c. The situation is unsettled owing to the attitude of producers in refusing to quote on futures. It is expected, however, that in the course of a week or so there will be some indication of what stocks for next spring will cost, and this should clear the atmosphere to some extent as regards prices to the trade.

Arms and Ammunition.—Following the action of other manufacturers of firearms, the Remington Company have announced an advance of about 10 per cent. on their full line of rifles. This will mean a large number of readjustments. This company quotes list prices and no discounts.

Boiler Plates and Tubes.—It is reported that in the near future there will be a general readjustment of the prices on boiler plates and tubes, but it is not

known to what extent changes will be made.

Belting.—Owing to the high prices prevailing for leather belting, there has been an increased demand recently for varieties manufactured of other materials. This is especially the case for use in the operation of agricultural machinery and light manufacturing plants.

Rope.—An advance of 1c has been made in the price of cotton rope, the basis now being 23c for 3-16 and larger. Other rope quotations are unchanged as follows:

Pure Manila rope	16c base
British Manila rope	13½c base
African hemp	13½c
Sisal	11¼c
Lath yarn	10¾c

Sash Cord.—Following the advance in the price of cotton rope, there has been a general readjustment of the prices quoted for sash cord. The increases are from 1½c to 2½c, and the new quotations are as follows:

Cord (Sash)—

No. 5, special	$0 55
No. 6, lb.	0 28½
No. 7, lb.	0 27½
No. 8, No. 9, No. 10, No. 12	0 28

Sheets.—Attention is directed to a slight change in the Montreal quotations on black sheets. The 26-gauge is now made $2.95, instead of $2.59. The error was due to a typographical slip, by which two figures were transposed.

Poultry Netting for Spring.—The discount on poultry netting has been set at 45 per cent. discount for the spring business. This is a decline in price of 5 per cent. Wholesalers are now in a position to go ahead booking orders on an established basis; there has been uncertainty for some time as to what the developments might be.

Flashlights.—Jobbers report that there is a good demand for flashlights. This business is steadily on the increase, and it is evident that in both the fall and spring there is a popular call. Spring demand seems to be more for the types used for the pocket or for automobile travelling, while in the fall the utility line which replaces the oil lantern for stable use is an added favorite.

Electric Utilities.—The trade reports that in the city the return of many citizens from summer homes has resulted in a good demand for electric utilities, including electric irons, toasters, etc., etc. These fixtures are commanding a growing popularity in the hardware trade.

Seasonable Lines.—With the warmer weather of the past week there has been less interest displayed in such winter lines as skates, snow shovels, sleigh bells, etc., but there has been a steady and strong call for cow ties, lanterns, horse blankets, and such lines as are regarded as staples in the fall country trade.

Utensils.—A revival of buying in useful utensils is reported. The call is strong for enamelware and tinware, but the high price of all galvanized products has interfered with the sale of galvanized ware in comparison.

Stoves.—Stove dealers report a continuance of good business from country districts. The demand is particularly good for heaters, but ranges and furnaces are getting a share of the improvement. Altogether the volume of business compares very favorably with a year ago.

TORONTO.

TORONTO, Oct. 7.—A number of important price changes and adments have taken place during the week. Details are given under various headings in this report. Hardware jobbers are unanimous in the opinion that business generally is showing considerable improvement. September business with us, stated one jobber, is ahead of the corresponding month of last year. Good news from the war zone during the early part of the week, had a beneficial effect on trade generally. October business has opened up in a very satisfactory manner, and substantial orders of fall and winter lines are being shipped. Collections have shown considerable improvement especially in the country districts. The metal trades are quiet, but inclined to weakness. In the paint trade considerable speculation exists as to future prices on ready mixed paints. Unless some unforeseen development occurs, it is altogether probable that a price reduction will take place.

An encouraging feature is the continued increase in our export trade, although this has not much improved domestic business. The improvement in the steel trade, referred to later in these columns, is a good indication of the development that is taking place. While the principal development has been in the export trade, it will obviously be of the greatest benefit to the country generally, and will in due course help to stimulate internal trade. There has been for some time, and there still is, a decided tendency to economize in all directions, and consequently development will be restricted until conditions are on a more stable basis, which can hardly be expected until the war is over.

It is, however, satisfactory to note that the Dominion revenues for September promise to be even greater than anticipated. In the Customs revenue alone there is an increase of over two million dollars for the month of September over the corresponding month last year, and an increase of about $1,750,000 for the first half of the present fiscal year. All indications point to a gradual improvement in domestic trade, due largely to war business of various kinds and, of course, to the excellent crops.

The output of shells is rapidly increasing. It is estimated that Canadian plants are producing one million shells per month, and that of this number 17,000 are being turned into fixed ammunition per day.

Steel Market

That the steel trade in Canada is now in a prosperous condition is proved by the reports of the Dominion Steel Corporation and the Nova Scotia Steel Co. issued recently. As regards the first mentioned concern. the indebtedness to the bank is being rapidly wiped out by means of profits made principally in export business. It is stated that heavy orders have been received for bars, billets, wire and nails, and that contracts for T.N.T. have proved exceptionally profitable. The coal trade has also been the best in the history of the company.

The steel plants continue working to capacity on bars and forgings for shells, there being practically no limit to the demand. The merchant bar business has improved to some extent, but the demand for structural shapes is still very light. Prices on steel products generally are very firm and may go higher. The high-speed tool steel situation is unchanged, and prices will no doubt advance further. The most serious aspect of the situation, however, is the difficulty of obtaining supplies in sufficient quantity, as an enormous amount of high-speed steel is now being used.

The steel trade in the States is very active, and the demand for steel products of all kinds is increasing. The mills are full up with business, and the export demand for steel rounds for shell, barb wire and other steel products is enormously heavy. There is a great scarcity of Bessemer and open-hearth billets, and prices are very firm, forging billets having advanced to $33 f.o.b. Pittsburgh. Steel hoops are now being

TORONTO QUOTATIONS.

Tin	37-38c
Copper	19½c-20c
Spelter	16½c-17½c
Lead	6-6¼c
Antimony	36c
Aluminum Ingot	55c
Aluminum Pattern	55c
Solder, ½ x ½	22½c lb.
Wire Solder	25c lb.
Wiping Solder	21c lb.
Tinker's Bar Solder	27c lb.
Solder, Wiping—	
Acme	20c
Commercial	21c
Easy	20½c
Star Extra	23c
Strictly standard wiping	23½c

quoted at 1.50c Pittsburgh. Prices on bars, plates and shapes are very firm, with an upward tendency.

Pig Iron

The situation, generally speaking, is unchanged. There is a good demand for steel making pig iron, but foundries are quiet. It is reported that some pig iron is being exported to France. There are no price changes to note this week.

Scrap Metal

The scrap metal market is stronger, particularly for heavy melting steel, copper, brass and zinc scrap. Copper and brass scrap have advanced ½c to 1c per pound; zinc ½c per pound, and heavy melting steel $1 per ton. Wrought iron scrap is now being quoted at $9, and machinery cast iron at $11 per ton. Heavy lead is easier at 4½c per pound.

Machine Tools

The situation in the machine tool trade is practically the same as has prevailed for some weeks. Machine tool builders are working to capacity to fill orders on their books, but deliveries are still very backward.

Metals.

There is very little change in the local metal markets since last week. Trade is very quiet outside of the demand for metals used in making war supplies.

Tin.—Is slightly firmer, although local demand is not heavy. Quotations ruling locally range from 37 to 38 cents. There is nothing new in the copper situation, and prices locally range from 19½ to 20 cents. The spelter market is easier but continues to fluctuate from day to day. Local prices are unchanged at 16½ to 17½ cents.

The lead market is very dull. Foreign markets are very dull. Lead was quoted at $4.40 at St. Louis, during the middle of the week. Locally, quotations range from 6 to 6¼ cents. Antimony is unchanged at 35 to 36 cents, while aluminum is firmer, and is quoted locally at 55 cents pound. Solders are weaker and have declined 1 cent per pound. Quotations are shown in the accompanying panel.

Tin Ware Lines Advance.—The price of tin tea kettles and boilers with copper bottoms has also advanced. The discount is now 20 per cent. off list, as against 33 1-3 per cent. formerly quoted.

Copper Pits Advance.—An adjustment in the price of copper boilers and tea kettle bottoms has been made. The discount previously was 20 per cent. off list. These figures have been replaced by a new quotation of 15 per cent. off list. This quotation is general among the trade.

Cotton Rope Advances.—A new base price for cotton rope has been made, and is given at 23c per pound. This is an advance of 1c per pound.

Sash Cord Advances.—An advance in the price of sash cord is in effect with the local jobbers. The following prices are now ruling:

No. 6 .....28½c per lb.
No. 7 .....27½c per lb.
No's. 8, 9, 10, 12 .....27 c. per lb.

Bolts and Nuts Advance.—As predicted by Hardware and Metal last week, an advance has taken place in the price of bolts and nuts. The advance amounts to about 5 per cent. all round. New discounts are shown in the accompanying panel

Galvanized Sheets.—Local jobbers of galvanized sheets are displaying much interest in the galvanized sheet business. For several weeks there has been difficulty in securing even quotations on standard lines of sheets, owing to alleged price cutting. Several jobbers state that the low prices which are being quoted, are not based on present costs of material, but have been made for the purpose of securing the small amount of business that is passing. Quotations on "Premier" sheets have been reduced and are as follows:

14 gauge, $3.90; 16 gauge, $4.00; 18 to 22 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U. S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25; f.o.b., Toronto and Hamilton.

New quotations are also given on "Queen's Head" sheets, and are as follows:

16 to 20 gauge, $5.35; 22 to 24 gauge, $5.45; 26 gauge, $5.70; 28 gauge, $5.95.

Waste.—The price of waste is still very firm and it is predicted that the price will hold firm for some time. Although the stocks of raw cotton are glutting the southern markets, this does not, as would be expected, relieve the situation in regard to the price of waste. This is due to the fact that since cotton was declared contraband, there has been very little raw thread to be obtained from the English and American cotton industries for the manufacture of waste, owing to the demand of the Allies for raw threads for gun cotton. Also the demand for waste made by American factories that are working on shells and ammunition for the Allies, has been a big factor in maintaining the price of waste.

Stoves—Manufacturers of stoves express satisfaction with present conditions in the stove trade. Business is said to be about normal, but with the advent of cooler weather, it is expected that the stove business will benefit considerably. There is every prospect for a good fall trade owing to the splendid crops that have been harvested, and the fairly good prices that are being paid for the same. Country districts are making a fairly good showing as compared with other years. Furnaces are moving a little slower than was expected. Ranges, heaters and oil heaters, are the lines in which interest is being shown.

Rifles.—As predicted in last week's issue of Hardware and Metal, that an advance in the price of rifles and shot guns was very probable, we have received the announcement of a further increase of 10 per cent. on one line. Other makers will follow suit, and a further general advance on all lines is expected.

Canada Plates.—A decline in the price of "Canada Plates" is announced on the local markets. The new prices are as follows: Ordinary, 52 sheets, $3.15 per case; all bright, 52 sheets, $4.50 per case.

Metal Laths.—Adjustments have also taken place in the prices of metal laths. Quotations in Toronto are as follows:

26-gauge painted metal lath 11c
24- „ „ „ „ 13c
23- „ „ „ „ 15c
24- „ Galvanized „ 19c
23- „ „ „ „ 21c

Ladders.—A reduction in the price of common extension ladders is reported. The decline is about 1c per foot, but full particulars are not available, and prices will be ascertained during the coming week.

Seasonable Lines.—Seasonable lines are moving well. Cold weather requirements such as weather strips, for which there is a good demand—and horse blankets, snow shovels, ash sifters, coal hods, etc., are all moving. Small shipments of hockey sticks and other winter sporting goods have been made of late.

English Cutlery Lines.—Although there is still considerable difficulty experienced in getting supplies of English cutlery lines, several shipments have recently reached Toronto. The jobbers who have received these shipments are well pleased with the class of goods obtained, and are quoting prices that are not considered high, when extra insurance and increased cost of production are taken into consideration.

Rope.—Although it is generally expected at this season of the year that rope sales are not so good as during the summer months, local jobbers state that business has improved rather than fallen off. The demand for all kinds of rope is good, especially from the country districts. The prices are being maintained and are shown in the current quotations:

LONDON

LONDON, Ont., Oct. 7.—Business among local hardware jobbers is very good. This applies to the selling of regular fall lines, also to the

orders that are being booked for spring. Collections are also good, and present indications are that a normal trade this fall will be experienced. There have been several price changes during the past week.

Linseed Oil.—The prediction in last week's reports that the price of linseed oil would probably advance again in the near future has proved correct; an advance of 4c per gallon is now in effect. This makes the price of oil 72c for raw and 75c for boiled per gallon, in single barrel lots. The following prices are ruling at present on the London markets:

	Raw.	Boiled.
1 to 2 barrels	72c	75c per gal.
3 to 5 barrels	71c	74c „ „
6 to 9 barrels	69c	72c „ „

Turpentine.—There is little improvement shown in demand for turpentine. Prices are holding firm and stocks are moving slowly. The following prices are quoted:

	Per Imp. gal.
1-barrel lots	64c
2 to 4-barrel lots	63c
5-gallon lots	71c

White Lead.—The decline that was expected in the price of white lead has gone into effect, and quotations are now made on a base of $9.60 per 100 lbs., in ton lots. Less than ton lots add 30c per 100 lbs.

Poultry Netting.—Orders for spring booking are now solicited, with a new discount of 45 per cent. off list. This is a decline of 5 per cent., the old discount being 40 per cent. off list.

Spades and Shovels. — Orders for spring delivery are being taken for shovels and spades at the following discounts:

1sts ..... 60 per cent. discount
2nds .....55-2½ per cent. „
4ths ..... 45 per cent. „

These quotations are firm, and an increase in the price would not be unexpected in some quarters.

Bolts.—The price of bolts and nuts has advanced 5 per cent. This change was predicted in a recent issue of Hardware and Metal. The new discounts are as follows:

Carriage bolts, up to ⅜ in., 65-5 per cent.
Carriage bolts, 7-16 and larger, 55 per cent.
Machine, up to ⅜, 65-10 per cent.
Machine, 7-16 and larger, 57½ per cent.
Plow bolts, 55-5 per cent.
Coach screws, 70-10 per cent.
Sleigh shoe bolts, up to ⅜, 60 per cent.
Sleigh shoe bolts, 7-16 and larger, 50-5 per cent.
Nuts, square, 4c off list.
Nuts, hexagon, 4½c off list.

Nails.—Wire nails are still quoted at $2.45 base. There is some talk of a further advance, but nothing definite can be ascertained in connection with this. Cut nails are quoted at $2.70 base.

No change has been made in the price of rope for some time, and a fair volume of business is reported by local jobbers. The prices locally are as follows:

Pure Manilla .....16 c lb. base
British Manilla .....13½c lb. base
African hemp .....13½c lb base
Lisal .....11½c lb. base

Fence Wire.—A fair movement of fence wire is going on locally. The prices are firm on all lines. The following quotations are general:

Barb	$3.20	per 100 lbs.
No. 9 Galv.	2.80	„ „
No. 12 „	2.95	„ „
No. 13 „	3.05	„ „
No. 9 Coil Springs ..	2.85	„ „
No. 10 O. and A.	2.76	„ „
No. 11 „ „	2.82	„ „
No. 12 „ „	2.90	„ „

Fence Staples.—The following prices are firm for fence staples:

	Per 100 lbs.
Galvanized, 100-lb. kegs	$3.70
Galvanized, 25-lb. boxes.....	3.95
Bright, 100-lb. kegs	2.85
Bright, 25-lb. boxes	3.10

Galvanized fence hooks are quoted at:
$3.70 per 100 lbs., in 100-lb. kegs.
$3.95 per 100 lbs., in 25-lb. boxes.

WINNIPEG

WINNIPEG, Oct. 7, 1915.—The rainy weather, which has been fairly general throughout the three prairie provinces, has had its influence on business, and a slight falling off in the number of orders has been noticed. However, with the weather fine now, threshing should be in full swing again, and it is to be hoped that the biggest crop in the history of the country will not be unduly affected.

Threatened advances in wire products have materialized, and a notice was included in Hardware and Metal last week advising what lines had been affected.

Wire Nails are now quoted at $3.05, Winnipeg, and $2.65, Fort William, representing an advance of 10c per keg. This does not cover the advance in cost on this line, and further advances may be recorded before long. No orders are being accepted for spring shipment at present prices, and it is hard to say when a price will be made.

Barb Wire prices for spring shipment have not been made as yet, and there may be advances on this line before the first of the year. The warring nations are absorbing the output of the American factories, and though undoubtedly the Canadian demand will be met during 1916, it can easily be seen why they will not consider contracts for next season. The prices to-day are:

	Winnipeg.	Fort William.
Lyman	$3.10	$2.75
Glidden	2.93	2.60
Baker	2.90	2.58

Galvanized Wire has also taken a 10c advance, as is shown by the following prices:

	Winnipeg.	Fort William.
No. 9 plain ...	$3.35	$2.95
No. 12 plain..	3.55	3.15
No. 9 coiled...	3.40	3.00

Annealed Wire has perhaps been the most active as far as sales are concerned. An exceptional demand has been felt, due to the erection of granaries throughout the country. In sympathy with other lines following advanced prices are in effect:

No. 0-9 base	$3.00	per 100 lbs.
No. 10 „	3.06	„ „
No. 11 „	3.12	„ „
No. 12 „	3.20	„ „
No. 13 „	3.30	„ „
No. 14 „	3.40	„ „
No. 15 „	3.55	„ „
No. 16 „	3.70	„ „

Bale Ties have taken a 15c advance.

14 gal. single loop, 9 ft. 6 in.—Winnipeg, $4.05; Fort William, $3.65.

Fence Staples. — Winnipeg, Bright, $3.30; Fort William, $2.90.

Linseed Oil has once more advanced and seems to be enjoying its usual variation in the markets. Orders are being booked for spring at to-day's prices, and it would seem to be good buying.

Raw oil ..... 83c single barrel lots.
Boiled oil ..... 86c single barrel lots.

In 5-gallon cans an extra of 5c per gallon is made, with the usual charge for containers.

Bar Iron is now quoted at $2.60 base.

Mild Steel is now quoted at $2.70 base.

Loaded Shells and Metallics, for big game shooting are in good demand, and it is expected that sales will exceed last year's figures. Orders for 22 ammunition are being accepted for next year at to-day's prices.

WINNIPEG QUOTATIONS

Solder	29c-30c lb.
Linseed Oil, raw	83c gal.
Linseed Oil, boiled	86c gal.
Turpentine, in bbls.	75c
White Lead, ton	$11.50
Poultry Netting	50% off
Copper, plannished, per lb. ..	40c
Copper rivets, No. 7.....	41½-42
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	$3.15
Apollo and Fleur de Lis	$6.00
Queen's Head	$6.25
Iron Pipe:	
Galvanized, 1 inch	$9.90
Black, 1 inch	$5.95
Paris Green:	
1-lb. pkgs. (case lots).....	27½c

Glass:	Sgle.	Dble.
Up to 25 in.	$6.25	$9.00

Putty, 100 lb. drums.....$3.25

Dealers are already looking forward to Christmas, and what the trade will have to offer. The toys from the countries at war can not be had, and it is doubtful if Canadian and American manufacturers can cope with the demand. This will mean undoubtedly that various new and old games will be taken up, and a demand has already been felt for game boards and playing cards.

The hardware store is being recognized more and more as the legitimate source of supply for Christmas gifts. Merchants should see that their stock includes doll carriages, kindergarten sets, skates, hockey sticks, air rifles, 22 rifles, pocket knives, table cutlery, scissors, silve-plated ware and cut glass. These lines are easily sold, show a good margin of profit, and place the stamp of quality and progressiveness on the store.

Christmas is less than three months away, and merchants whose business has been more or less quiet throughout the early part of the year may now be able to make up former year's totals by aggressive sales tactics.

Lanterns and Chimneys are experiencing a good demand just now. Booked orders have all been taken care of, and repeat orders are being placed. Prices have not changed since the first of the year, and are as follows:

No. 2 cold blast	$7.50
Trulite, short globe	7.50

Stoves.—With the coming of the cold weather, business in stoves has shown considerable improvement, and jobbers are in hopes that last year's business will be exceeded.

Carriage Heaters.—Booked orders for this line are already being shipped, and indications point to large sales.

Other seasonable lines which are beginning to move are skates, hockey sticks, snow shoes, leather strip, cow ties, and sleigh bells. The demand for horse blankets and various lines of threshers' supplies still continues very good.

White Lead has been reduced one cent per pound, and the following are today's quotations:

	Ton lots.	Less than Ton lots.
Elephant genuine	$10.50	$10.80
Decorators' pure	10.20	10.50
Decorators' special	9.20	9.50

OILY RAGS

A great many fires are caused by accumulations of rubbish, oily waste and rags. Particularly is this true of accumulations of rags which have been saturated with linseed oil or furniture polish and used in dusting. These are very often left in some closet or under a stairway, frequently causing serious trouble.

A VETERAN SALESMAN

ONE of the best known salesmen in the hardware trade of Western Ontario is Richard Thomas, of Beatty Bros., Limited, Fergus, Ont. For 34 years he has been closely in touch with hardware stores in Kent, Elgin, Essex, Lambton, Middlesex, Huron and Perth, and their interests are very dear to him. His experience is such, particularly with the pump line, that his advice is highly valued by the trade.

Mr. Thomas has made a special study of the pump business. For many years he was in business himself at Aylmer, making the Little Giant Windmills, a large number of which are in use around these parts. In this connection he sold each year many thousands of dollars of

RICHARD THOMAS
of Beatty Bros., Limited

well pumps and these he obtained from the Wortman & Ward Co., of London. He continued in this line for 19 years when he accepted a position with Wortman & Ward. He remained with them 12 years until they sold out to Beatty Bros. in 1912. Mr. Thomas has been with Beatty Bros. ever since, and expects to continue his rounds for many years to come.

Mr. Thomas has always a cheery and a kindly word for every man he meets. "Try to let the other fellow know he knows something," is his motto. "Never dictate to a customer," he says, "but if he asks your opinion, tell him what you think. Get at his points because there is a lot to learn from the customer. Always remember that the man who pays for the goods is the man who should have the say as to what he wants."

Mr. Thomas thinks this is a very promising pump year. Pump sales in his territory have been better than ever before, and he states that the general feeling of the trade is most optimistic. He thinks there is a big field in pumps for the hardware trade, for there are so many old wood pumps still in use in every village and the country around it. These must soon play out. The hardware man who is on the lookout will get the trade.

Mr. Thomas has a son in the hardware trade in Toronto.

DRAWING TIGHT LINE OVER CREDITS

(Continued from page 27.)

trade. This can be easily estimated—and in many cases it will be found that the amount will be more, rather than less.

When the retailer gives credit he must extend this credit either out of his own funds or he must get a line in return from the wholesaler. When the wholesaler extends credit it is at a price. The wholesaler does not add interest to cover the amount for the time outstanding; he adds the interest in on the sale price. The retailer pays his interest through not being able to take advantage of discounts.

The moral is to reduce the credits to the minimum and where goods are given on account to make the term as short as possible and insist upon settlement when the time is due. This is not an argument for or against the policy of doing business on a cash basis. That is a subject which has long been argued and will no doubt be argued long into the future. There are many good arguments on both sides. Under the existing conditions the majority of merchants have decided that it is necessary to do a certain amount of credit business and if this credit business is to be done the merchant should remember that it is costing him money and that collections hold an important relation to buying.

FOUR WONDERS

A salesmanager who doesn't think he pays the old man's salary.

A salesman who thinks that perhaps the quality of the material may have something to do with his making those large contracts.

A stenographer who knows punctuation, and will look in the dictionary when she is uncertain about the spelling.

A purchasing agent who doesn't think he does you a favor when he asks you to quote.

Paint Department

Letting the Public Put One Over

Hardware Merchant Relates Experiences With Dissatisfied Customers — Clerk's Carelessness Causes Trouble With a Paint Customer— Nearly Lost Customer Over a Brush Sale

By NORMAN LOWE

IT is strange how one thing leads to another. In this case it was a jump from the bucket to the mop. The dealer (we will call him Johnson, and his store is located in a residential district of Montreal), was busy driving one or two nails into the hoop of a wooden bucket—a bucket equipped with an appliance for wringing a mop between rollers—which had been ordered by the bank around the corner.

The bank messenger boy, a cheeky young kid, had looked on amused, ever since the bucket fell to pieces on account of looseness at the hoop. When the operation was completed, he ventured to remark that it would fall to pieces again.

"No sir," said Johnson emphatically; jerking it up from the counter; "that bucket will last as long as you are messenger boy at the bank."

That led me to ask how many repair jobs they received, and he was just telling me, when one of his clerks approached, and whispered something in his ear about a mop. He spoke loud enough for me to learn that a lady was making a complaint. Johnson excused himself, and walked over to a well-dressed woman, and started to address her. Eventually I saw the lady leave with a satisfied look on her face.

"Do you get many cases like that?" I asked.

"Did you hear what she said?"

"Not a word," I replied. "I should like to know."

Story of the Mop

"Well, this is the story," he began. "About two months ago, that lady declares she gave our driver a mop to be repaired. Yesterday she called up and asked where it was. The driver was asked, and he replied that he had never received a mop from her. The clerk must have told her this in a rather curious way, because she insists that he tried to make her out to be a liar. 'Oh, I said, trying to smooth it over, 'but he could never have meant it.' However, she was positive that the driver received it, and the only thing to do was to make restitution. 'What shall I pay you for it?' I asked. 'You can credit to my account whatever you think fair,' she said haughty like. 'No sir,' I said, or when the account comes round, you'll not be satisfied!'

"In our conversation, I learned that she had paid seventy-five cents for the mop, and I suggested in a way that would bring a certain reply, that we credit her with the full amount. 'That would hardly be fair to you,' she said, adding that it had been used quite a lot. Probably it was not worth twenty-five cents, but I wanted it settled right there. I suggested half its value, and with a faint smile she agreed, and departed."

"Is her trade worth all that?" I asked.

"No," said Johnson emphatically. "They're hard customers to handle. Her husband came in here the other day, and ordered something for which we had to run all over town. He returned it inside of two days. This is the point: If I had let that woman go outside dissatisfied, she would have lost me more trade in a week than she would bring in here in a year. I've settled with her, so her mouth is closed.

"Look at it as regards yourself. Suppose you went to a store for a suit of clothes, and when you got them home, you found that misfit was no word for them; supposing you went to the store and had them altered, and they charged you good and steep, you'd never go back. If you met me, and I said, 'I want a suit. I'm going over to Jones for it,' you'd say immediately, 'Don't go there, I got stung last time.' That tailor loses ten or fifteen dollars profit right there."

Way to Lose Customers

Johnson then started to tell me a case which clinched his argument. It was irrefutable evidence that a customer who thinks he has had "one put over on him," will shake the dust of that store from his feet forever. Johnson had a partner, whose notions of merchandising were different. One day a man came into the store, purchased a paint brush, and within an hour brought it back as defective. The clerk who made the sale referred the matter to Johnson's partner, who refused to exchange it or refund the money, declaring that the article was sound when it left the store.

"As he was leaving the store," said Johnson, relating the incident, "he stopped and said to me, 'I'm never coming into this store again.' He told me his story, whereupon, I said, 'Just leave that brush here. We'll give you another.' 'But,' he said, 'Mr. Smith says that you can't do that.' 'Never mind what Smith says,' I told him, 'I'm running this store.' 'You wouldn't be taking that out of your own pocket?' he asked. I told him no.

"He left the store pleased. He has never been in the store since, and will not darken the doors as long as Smith remains. He gives me business over the phone, though. The very next week he asked me to send up a baby carriage. I said, 'Why not run down and look at them? He refused. Eventually, he bought one at fourteen dollars. If I hadn't caught him as he was going out, we wouldn't have had a smell of that order.

Unreasonableness of Woman

"I tell you, selling is a wonderful business. A man can be shown, but a woman seldom. If I find that a woman is not amenable to argument, I close right there, and make full amends as far as possible.

"I'm selling five times as much varnish as I did a year ago. I've got a good line, with lots of talking points. But, if a customer complains, which is very seldom, that it won't stand up, I know it's not the fault of the varnish, but I give him some more to try again. The manufacturer stands back of me in this and I lose nothing by it.

Replacing Floor Finish

"I remember quite well a case we had to deal with last spring," said Johnson.

The Bristles that can't come out.

(Patented)

The Quality and Workmanship embodied in "STEEL GRIP" PAINT AND VARNISH BRUSHES

IN CONJUNCTION WITH THE **"BRISTLE TIGHT" FEATURE** HAVE MADE BOECKH'S BRUSHES MUCH SOUGHT AFTER BY PRACTICAL PAINTERS.

They are guaranteed—this relieves you of responsibility. You know that every "Steel Grip" customer is bound to get satisfaction—and it is therefore a safe line for you to recommend.

Write for catalog and prices.

The Boeckh Bros. Company, Ltd.
TORONTO, CANADA

This advertisement is No. 3 of a series giving

Fifteen Reasons for the Superiority of SHERWIN-WILLIAMS PAINTS AND VARNISHES

"Because of our specially constructed mills and other equipment, designed and built by ourselves."

TO-DAY versus YESTERDAY

Electric Light—brightness vs. Candles.

Automobile—speed and power vs. The one-horse shay.

Telephone—convenience vs. Slow communication.

Typewriter—neatness and speed vs. Quill and ink horn.

Adding Machine—accuracy vs. Long and tedious headwork.

Specially designed paint machinery—powerful and thorough vs. Hand stirring with paddle in a bucket.

COMPARE in your mind these modern improvements with their counterparts of yesterday.

Think of the wonderful development of the electric light, automobile, telephone, etc., during the last generation. You know the improvements that have taken place in them, but you probably have never seen a modern paint mill, water-jacketed, geared, and perfectly adjusted to grind fine, or extremely fine by a twirl of a screw control.

Sherwin-Williams paint mills are improved mills—as different from the paint mills of ten years ago in construction, design, control, and power, as a luxurious car of to-day is ahead of its predecessor of a few years ago.

In the manufacture of Sherwin-Williams paints, first of all huge and powerful mixers stir the lead, zinc, coloring pigments, and linseed oil until the paint appears to be as smooth and uniform as cream. After this preliminary stirring the batch is ground through a special mill that breaks up all particles of pigment which may have escaped in the mixer. From this mill the paint is led into the heavy grinding mill, which thoroughly combines the pigments and oil under pressure. This extra fine grinding imparts durability, easy working, great spreading capacity, and uniformity in every respect. Finally the paint runs into the large filling tanks, where the proper quantity of oil is added and the paint is again thoroughly mixed by power-driven steel paddles until it meets the approval of our skilled testers.

S-W paint mills and equipment are unique, as no other manufacturers in Canada have mills, etc., of their own special design and build.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

"A lady came into the store and said she wanted to paint around the border of a floor. She had a very fine rug, but the floor being of soft wood, had been painted a very dark brown color by a previous tenant. Unfortunately a new and rather careless clerk, who was later discharged, waited on the woman. She explained her needs—told him that the floor in its present state was a very dark brown, and she would like to have it finished in some light color. The clerk showed her a sample card of a well-known floor varnish stain. The lady immediately picked on light oak as the suitable color. She asked the clerk how it should be applied. He told her to simply put it on with a brush. She bought a quart of stain at $1 and a 40-cent brush. She ordered the goods sent to her home and phoned to the maid giving her instructions to stain the floor as soon as the stain and brush arrived. The maid did as instructed—applied the light oak stain over the very dark brown paint which was on the floor. Imagine the disappointment of the lady when she returned home late in the afternoon and found that the result obtained was altogether different to that shown on the color card. The lady immediately phoned to the store. She was very angry. Company was expected at the house in a couple of days, and the floor looked terrible. I called the clerk, and after hearing both the story of the lady and the clerk, I knew that the latter very foolishly sold the lady a quart of light oak stain and told her to apply it over the dark brown paint. Instead, he should have sold her a can of suitable ground color to cover the dark brown paint, and instructed her to apply the stain after the ground color had dried. I told the lady I would sent a man up to her house to explain matters. I sent up one of my best clerks. He took along a quart of ground color, a quart of light oak stain and another brush. After matters were explained the lady bought the can of ground color and we gave her a quart can of the light oak stain. Thus we lost the cost of a quart of stain but it was good policy for us to do so. Our clerk was entirely at fault in not giving proper instructions. Had we not straightened out the matter to the customer's satisfaction we would, I am sure, have lost all her future business, and probably some of her friends. As it is, she is still a customer of ours, and since the transaction referred to took place, she has purchased, I should say nearly two hundred dollars' worth of hardware, including paint, floor wax, cutlery, a gas range, washing machine, and many other articles. Every hardwareman is up against the same problem. You have to do all you can within reason, to keep your customers from becoming disgruntled. Occasionally you have to let a customer put one over on you, but cases of this kind are very rare. I find that a great many of the misunderstandings originate in our store, and are due to insufficient details and instructions being given to customers by clerks despite the fact that we try to educate and train our clerks to give efficient service to the purchasing public.

WEEKLY PAINT MARKETS

(Continued from page 48.)

good demand for flat wall colors for inside work and retailers appear to be pushing sales of this line very hard.

Stove pipe enamel, aluminum, linoleum varnish and other sundries are moving well.

White Lead

The demand for lead has improved slightly since the recent price decline, but even at that the demand is far below normal. The pig lead market is very dull and all lead products are more or less weak. Pure lead is now quoted at $9.60 per 100 pounds, in ton lots, and $9.90 per 100 pounds in less than ton lots.

Linseed Oil

While practically the same conditions exist in the flax-seed market as those of a week ago, the price of linseed oil has again advanced 2c per gallon. The majority of dealers are now quoting 74c for raw and 77c for boiled, in single barrel lots, while the price that was in effect last week is still being maintained by some dealers. The general trend of the linseed oil market is inclined to be firm, on account of the reported shortages of flax-seed in the West, also the inclement weather which has been so prevalent is also said to be a big factor in the recent advances in the price of linseed oil. The prices quoted by the majority of the trade are as follows:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 barrels	74c	77c
3 to 5 barrels	73c	76c
6 to 9 barrels	71c	74c

There are some jobbers quoting last week's prices, which are as follows:

	Raw. Per gal.	Boiled. Per gal.
1 to 2 barrels	72c	75c
3 to 5 barrels	71c	74c
6 to 9 barrels	69c	72c

Turpentine

The volume of business passing in turpentine is practically unchanged from that of the last two or three weeks. The primary markets are a little firmer than they were a week ago, as several fairly large shipments have been made to England during the past week. The following prices are firm:

Single barrels	64c per Imp. Gal.
2 to 4 barrels	63c per Imp. Gal.
5-gallon lots	71c per Imp. Gal.

Glass.

An improvement in the amount of glass moving is announced by the local jobbers. There have been several fairly heavy shipments made during the past week to the country districts, also the city trade has revived a little. The prices are still quoted as firm and are shown in the current market quotations.

Putty

With the impovement in glass which has been noticed recently, the call for putty has also been more pronounced.

Prices are firm and are quoted on the local markets as follows:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Gasoline

A further advance in the price of gasoline has gone into effect. Shortage on the American markets is given as the cause for the frequent advances. Prices quoted in Toronto are as follows:

	Per gal.
Any quantity, in barrels	21c
Drums, 40-gal.	19c
Tank wagon	18½c

Benzine

In sympathy with the advances in the price of gasoline, the price of benzine has also advanced. Benzine is now being quoted at 20c per gal. in any quantity.

ATTRACTIVE STORE IN LUMBERING TOWN

(Continued from page 26.)

Many lines of household hardware including tin and enamelware, aluminumware, etc., occupy considerable shelf space at the rear of the store, facing the main entrance. This department is located at the rear of the 5, 10, 15 and 25c counters. It will be noticed in the accompanying views that there appears to be an abundance of display space in the store. There is ample room for display purposes, owing to the fact that the main store interior is very large, and almost square, being 50 x 60 feet. In the basement there is ample space for storing nails, glass, oils, etc. A freight elevator is used for transporting goods from one floor to another.

The store, which is exceptionally bright in the daytime, is illuminated at night with electric lights.

In a lumbering town there is always a large sale for leather mitts. A special display stand near the entrance is used for displaying leather mitts and gloves.

This store is an exceptionally attractive one for a lumbering town of 1,800 population.

Buck Brothers, of Millbury, Mass., original makers of Buck edge tools, have bought out the firm of Charles Buck Tool To.

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.

Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

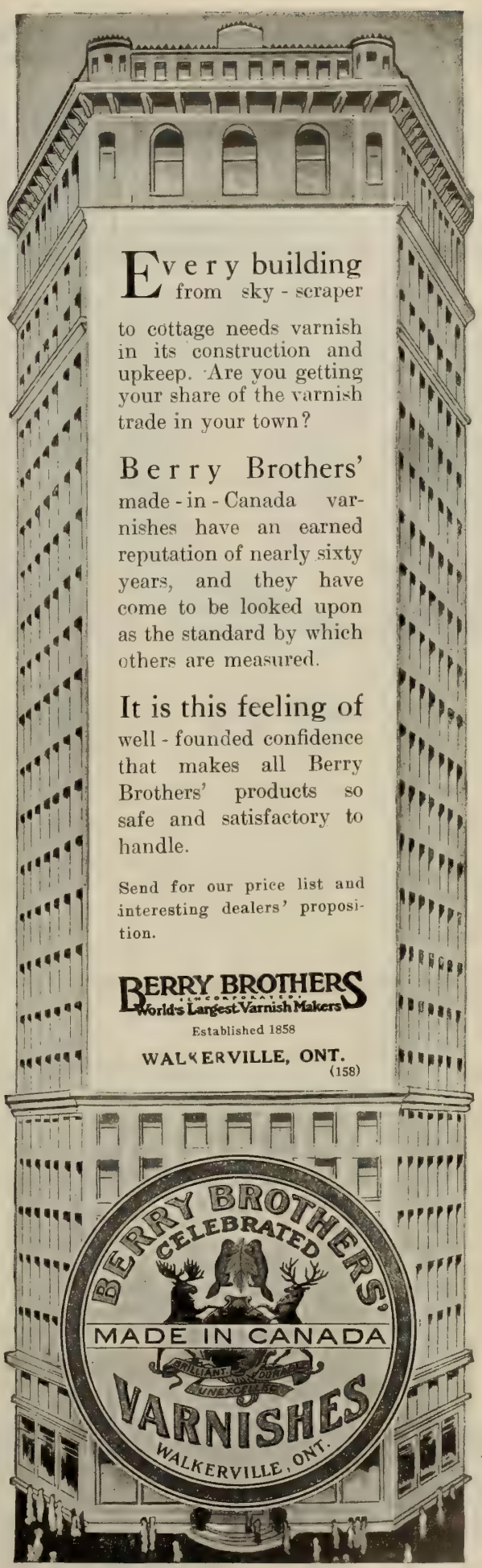
Building Paper and Roofing Felts

Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

Orders Promptly Filled



Weekly Paint Markets

MONTREAL.

Montreal, Oct. 7.—Attention in the paint trade is being focused upon the future situation of mixed paints with zinc as the uncertain and likely to be the deciding factor in whether the present high prices are to be continued into the spring campaign or whether there will be some reduction. It is recognized that the present quotations are abnormally high, owing to the conditions which have prevailed since the opening of the war, and during the fall selling there has been noted a reluctance on the part of the trade to book more than assured requirements. Manufacturers like the retailers, therefore, are interested in bringing the market to a lower level. However, until there is some definite indication of what supplies of zinc are going to cost no forecast can be made with certainty.

The zinc producers have promised to give quotations on futures in the course of a week or so, and manufacturers will then be able to figure with some degree of definiteness on the cost of supplies for spring selling. Whether these quotations are lower or whether they maintain their present high level will be the main deciding influence in the price policy. Too much importance can be given to the recent decline of $1.00 in white lead, although it will, of course, be a big influence. The cost of zinc will offset it to a more or less extent, and then there is the higher market for oil, the stronger position of turpentine, and the scarcity and higher cost of coloring materials.

The present outlook would appear to be hopeful for some reduction in prices but, as previously stated, it will depend to a large extent upon what course may be taken by the zinc producers.

Business continues to drag. Better than a year ago, and fairly satisfactory under the general conditions prevailing, it is still below normal. There is some business developing in special lines as the result of activity on munitions of war, but the general quietness in industrial and building trades continues, and in the country, while there is a slight improvemet in sentiment, the price situation seems to encourage a continuance of hand-to-mouth purchasing.

Linseed Oil.—The oil market is firmer to higher in sympathy with the position of the raw material, which has advanced to high levels. Some firms have increased their quotations a couple of cents, and this has created the old condition of a spread in the prices to the trade. However, this may only be temporary because the tendency now seems to be to follow the flax market more closely, and it is stated that, even at the highest figures given, advances would be warranted. The following prices cover the range:

	Raw.	Boiled.
1 to 2 barrels	68-70c	71-73c
3 to 5 barrels	67-69c	70-7c2
6 to 9 barrels	68-68c	69-71c

White Lead.—The market for white lead is steady and firm on the low level, established a couple of weeks ago, there is nothing to indicate that there will be further declines, prices evidently having reached a basis on a par with costs of raw materials; in fact the prediction is heard that the present outlook indicates a rising rather than declining tendency. The quotation for ton lots is $9.45, with an advance of 30c for less quantities.

Zinc.—The zinc market is being regarded with a great deal of interest in the trade. At the present prices it is the sustaining factor in the mixed paint situation, and the basis upon which the spring campaign will be conducted will depend to a large extent upon the quotations for future supplies to be announced by the producers in the course of a week or so. In relation to spelter, lower prices would appear to be logical, but then war times bring their own coditions and everything is uncertain.

Turpentine.—Despite the firmer influence in turpentine referred to last week, and the tendency to advance the lower quotations within the wide range existing as between different jobbers, the low figure of 58c is still being given, although 60c would probably be nearer the present market. The range is as follows:

	Per gal.
½-barrel lots	61-65c
1-barrel lots	58-62c
2 to 4-barrel lots	57-61c
5 to 10-barrel lots	56-60c

Gasoline and Benzine.—Again there is another advance recorded for gasoline, the price now being 18½c in drums and 18c for tank wagon. At the same time there is an important re-adjustment in the quotations for benzine, the basis being established at 1c under gasoline, or 17½c in drums and 17c tank wagon.

Red Lead.—In sympathy with the white lead market, there has been a reduction in the quotations on red lead to 9¼c in large casks and 9⅝c for small casks. The change would probably have been more pronounced were it not that Canadian products have been eliminated to a large extent, and the market is therefore dependent upon imports.

Glass, Putty, Etc.—There is a better demand for glass of window varieties with the cooler weather, and an attendant improvement in the putty business. There is always a good movement in putty in the fall, and while the small building showing this year has had its effect, the consumption is regarded as fair. There is practically no change in the unsettled condition as regards dry colors.

TORONTO

TORONTO, October 7. — Although there is little or no improvement in the demand for oil, some jobbers have advanced prices two cents per gallon during the week and predict that further advances may be expected. The recent further decline in white lead has stimulated buying to some extent, but many in the trade feel that even at the reduced price, white lead is very high, considering present conditions. There is a very fair sorting business going on in ready-mixed paints and sundries. There is a general feeling that ready-mixed paint will decline in price before spring booking commences, although nothing definite can be said, owing to the uncertain conditions which prevail in connection with certain products which enter largely into the making of ready-mixed paints. It is altogether likely that some move towards a re-adjustment of prices will be made in about a month's time. Recent fine weather has had a tendency to create more activity in outside work. There is a

(Continued on page 46.)

"O. K., GO AHEAD!"

There is no time wasted with doubtful enquiries and wasteful experiment when

B-H "ENGLISH" PAINT

is chosen.

The architectural profession, the painting trade and the public in general are awaking to the fact that

B-H "ENGLISH" PAINT

is really more convenient and better in *every* way than hand-mixed paint.

It is more uniform, and it contains the best materials,

70% of Brandram's B.B. Genuine White Lead and

30% of Pure White Zinc

in White and all tints.

It is ground much finer and altogether gives a better finish and more lasting protection than any other kind of paint, hence its rapidly increasing sales.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealèrs. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb.......... 50
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26¼; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short. Lesmok, Remington U.M.C., 22 long. Lesmok, Remington U.M.C., 22 long. Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short. smokeless Ung., 40, 10, 5% from list. Remington UM.C., 22 long rifle. Lesmok, Remington U.M.C., 22 long rifle. Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00 net extras, as follows, subject to cash discount only; Chilled, $1.25. buck and seal, 80c; No. 28 ball. $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit. doz. ... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy. Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul. No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3. 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto
Single bbls., gal...0 14½ 0 20

BOLTS AND NUTS

Carriage Bolts ($1), list, ¾ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ¾ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 40
Rods, base ½ to 1 in. round 0 38
Tubing, seamless base ... 0 38
Tubing, iron pipe size, 1 in. base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 6 50
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00
Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.: with dome top, 15c extra. Retinned, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings. 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz..... 2 70
2 gal. jacketed, per doz..... 3 60
3 gal. jacketed, per doz..... 4 20
5 gal. jacketed, per doz..... 4 80
10 gal. jacketed, per doz..... 8 40

CEMENT AND FIREBRICK

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, (Scotch), net ton 6 50
Fire clay, American, net ton 5 00 10 00

CEMENT (FURNACE)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per do., lb. 0 04

CEMENT, ROOFING Per gal.
Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER Montreal Toronto
Castings ingot, see weekly report
Bars, ½ to 2 in. 31 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 29 00 29 50
Copper sheet, tinned 14x60. 14 oz. ..... 31 50 ..
Copper sheet, planished, 14x60 base.. 37 00 37 50
Braziers' in sheets, 6x4 base 30 00 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 28½
No. 7, lb. 0 27½
No. 8, No. 9, No. 10, No. 12 0 27

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $4.00; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.00

CANADA PLATES

Ordinary, 52 sheets ... 3 45 3 15
All bright, 52 sheets.. 4 40 4 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 25
60	6 50	6 50	6 50
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

M.L.S. and Famous— Per box
IC, 14x20 base $7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S House Colors

Moore's House Colors o er you a paint proposition that's an excellent profit producer.

They are easily applied, very attractive and highly satisfactory in service. The Moore Quality plus the Moore Price make a value that fills a long-felt want and assures a top-notch turnover.

You'll like our proposition—drop a line for it to-day.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, Net, doz....... 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Drums	0 18½
Tank wagon	0 18

Toronto.

Any quantity, in bbls.	21
Drums, 40-gal., per gal. ...	19
Tank wagon	18½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over...	0 06½
Napping, up to 2 lbs......	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.......	0 82
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40%.
Railroad and navvy pick, 25%.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.
..v cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr....		$7 50
R. W. No. 117 P.D. Hanger full set		2 75
R. W. No. 321, per doz. pr.		14 40

Stearns wood track. Special.

Zenith		9 00
Atlas, steel covered..	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers		5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS. Samson Samson

Per doz.	Shingle	Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.
Triplex spring hinges, 40%.
Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.80: No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.15: No. 1 and smaller, $4.40: "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35: No. 1 and smaller, $4.60: "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75: special countersunk steel, all sizes, 0-4, $6.25: toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25: "Sharp" No. 2 and larger, $1.25: "Sharp" No. 1 and smaller, $1.75: No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 50
Common bar, per 100 lbs.	2 20	2 15
Forged iron, per 100 lbs.	2 45	2 35
Refined iron, per 100 lbs.	2 45	2 55
Horseshoe iron, per 100 lbs.	2 45	2 55
Mild steel	2 25	2 15
Sleigh shoe steel ..	2 30	2 35
Domestic	2 30	2 15
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 35
Toe calk steel	2 85	3 15
Mining cast steel, per lb.	0 07¾	0 08
High speed steel, per lb.	1 00	1 00
Cammell Laird, lb.		0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each...	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .... 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each........	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$3 00	42 ft.....	$ 7 95
22 ft.....	3 30	44 ft.....	8 36
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
10 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby.....	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 19
23-gauge, galv. metal lath..	0 21

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report
Lead Wool, 10c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	8 25	9 25
Sheets, 3½ lb. sq. ft.	8 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

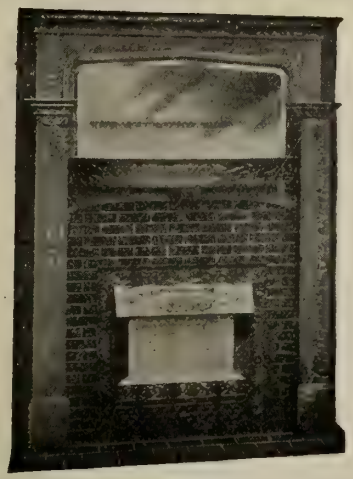
MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A ...	9 00
New Century, style B ...	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

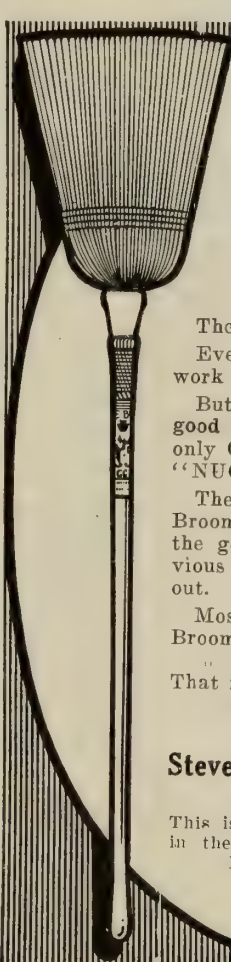
The Magnet Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community. particularly where gasoline, steam engine, electric or windmill power is available.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

The DEMAND, the MARKET and the PROFIT are all there.

CUMMER-DOWSWELL, Ltd., Hamilton, Canada



TRADE MARK KEYSTONE BRAND REGISTERED

"Nugget" Brooms SELL THEMSELVES.

They're so light!

Every woman wants a light broom to work with.

But the trouble has been to make a good broom that is light, and there is only ONE made in Canada to-day—the "NUGGET."

Then the women like the "Nugget" Broom because of the smoothness of the golden yellow handle, and the obvious superiority of the finish throughout.

Most important of all, the "Nugget" Broom stands up under hard use—the [illegible] doesn't turn at tip or fall out. That means a satisfied customer returning to your store for another!

Write for prices, etc.

Stevens-Hepner Co., Limited

Port Elgin, Ont.

This is only one of the winners in the line of Keystone Brand Brooms and Brushes

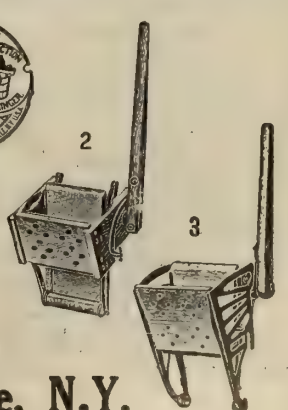
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

MALLETS

	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	10 50
U.S. Navy (American)	9 75
New hemp (English)	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 25

OIL

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 09
Beaver, lb.	0 08
Coarse, sewer, lb.	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78

Lapweld

2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

	Doz.
O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RAZORS

	Per doz.
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

	Per roll
Tarred felt (7-10-16 oz.)	$2 10
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Compo Certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10
Liquid roofing cement, per gal, in barrels	0 18
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 and larger 0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE)

	Doz.
D Handle	$ 3 25
L Handle	3 25

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.

Wood, R. H., bright, 80, 10, 7½, 10 per cent.

O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 00	2 50
12 gauge	3 00	2 55
14 gauge	2 85	2 55
16 gauge	2 85	2 35
18-20 gauge	2 85	2 50
22-24 gauge	2 85	2 55
26 gauge	2 95	2 60
28 gauge	3 00	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 40
22-24	5 45	5 30	5 50
26	5 70	5 45	5 75
28	5 95	5 75	6 00

Premier—14 gauge, $3.90; 16 gauge, $4.00; 18 to 20 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U.S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25. F.O.B. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 15
26 gauge	4 95	4 80
28 gauge	5 45	5 20
10¾ ozs.	5 65	5 60

Add 25c for less than case lots.

A Rock-Bottom Foundation For Better Paint Business

Martin-Senour quality is to your paint business what a rock foundation is to a house. It affords unlimited opportunities for your paint department to increase in value, and shuts out all possibilities of depreciation.

SELL

MARTIN-SENOUR PAINTS AND VARNISHES

Made in Canada But Sold on Merit

and you'll give satisfaction that will cinch the future orders of the best painters and largest paint users.

You'll increase your sales in all other lines through the prestige you establish and from the greater number of customers who will be attracted to the Martin-Senour exclusive agency store.

Ask the man who sells them

Not the least interesting feature is the extensive Advertising and Sales Promotion campaign especially arranged to aid our Dealer Agents. It comprises effective ideas in Interior and Exterior display, Mailing campaigns, Follow-up systems. In fact, nothing left undone to boost your sales.

Our message of quality and value in Martin-Senour products reaches nearly every possible user in Canada through the mediums of the largely circulated Daily and Weekly Press, Magazines, Farm and Religious Journals, etc.

Drop a card for proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES

Onward Sliding Shoes, 40 p.c.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 33 cents.

SOLDER, WIPING

Acme	0 20
Commercial	0 21
Easy	0 20½
Star Extra	0 23
Strictly standard wiping.	0 23½

SPELTER

See weekly report.

STAPLES Per cwt.

Fence staples, galvanized, in kegs	$3 70
Fence staples, galvanized, 25-lb. boxes	3 95
Fence staples, bright, in kegs	2 85
Fence staples, bright, in 25-lb. boxes	2 95
Poultry netting staples, 10-lb. boxes	5 50
Poultry netting staples, 25-lb. boxes	4 95
Poultry netting staples, 100-lb. boxes	4 70

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each ...	$2 75
Ontario, 2-passenger, each...	4 25
Ontario, 4-passenger, each..	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; bob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 55
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000...	$5 00
Painted wall ties, per 1,000..	5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5 40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10¼
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3...	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 57½%
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.

Canada, Diamond, Premier, 50 and 7½ p.c.

Pearl, Imperial and Colonial steel, 60 and 7½ p.c.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 40 p.c. off.

Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Galvanized coal hods, 20%.

Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.

10-qt. flaring sap buckets, 33 1-3 p.c.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 20 p.c.

Coal hods, 33 1-3 p.c

WARE, STAMPED

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per cwt.	1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...	22 75
Garden, steel wheel, doz...	36 00
Light garden, per doz.	27 00
Heavy garden, L-side	33 00
Heavy farm, solid side....	36 00

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE

Copper wire, 40 p.c.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.65; No. 4, $2.70; No. 15, $2.80.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 00	3 41½
No. 9, coil spring..	3 00	3 10
No. 9, plain galv...	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10...	2 61	2 51
O. & A., No. 11 ...	2 67	2 67
O. & A., No. 12 ...	2 75	2 75

F.o.b. London; Base, $2.95; No. 9 galv., $2.70; No. 12, galv., $2.85; No. 13 galv., $2.95; No. 9 coil spring, $2.75.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt.
No. 12	$ 3 20
No. 13	3 30
No. 13½	3 35
No. 14	3 45
No. 15	3 65

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 18	0 19
Part cask	0 19	0 20

I am a Kyanize Dealer

KY-AN-IZE

"THE year before I took hold of Kyanize I sold 2,000 gallons of *all kinds of varnish*. The year I first handled Kyanize I sold 2,400 gallons altogether and sold about 300 gallons of Kyanize. Then I put in a *full line* of Kyanize and had the advantage of your advertising co-operation—In seven months I sold over 3,000 gallons of Kyanize. Your advertising did *wonders* for me.

I can't see why every dealer isn't a Kyanize dealer. Talk about co-operation! The Boston Varnish Company *do* more, *sell* more for the dealer than any manufacturer I know of. Kyanize has got the quality and the right price. This year will be a sales record breaker."

This Kyanize Dealer is speaking right out from the shoulder.

Boston Varnish Company

Everett Sta., Boston, U. S. A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Sturgeons Limited, 91 Church Street, Toronto

The E. Cavanaugh Co., Limited,
935-945 Notre Dame Street West, Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES.

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING.

Cement Coating	$2 55 2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	13 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off
Toronto:
City discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb

Zinc coated	0 12
Zinc, pure	0 30

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots. Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.
James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor	9 65	9 80
Elephant Genuine	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O P W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect	9 65	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 [illegible]
600 lb. casks, per 100 lbs.	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls. See weekly report

PAINTS PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	2 05
Fresco Tone	2 15
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100 p.c. Pure	2 30
Moore House Colors	1 85
Ramsay's Pure	2 10
Ramsay's Thistle	1 90
Stephens' House Paint (Wpg.)	2 05
Stephens' Floor Paint (Wpg.)	1 85
Senour's Floor Paint	2 00
Senour's Porch Paint	2 50
Sherwin-Williams	2 30

PARIS, PLASTER.

Per bbl.	2 45

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
½-lb. tins, 100 case.		
1-lb. tins, 100 case.		
½-lb. pack., 100 case		
1-lb. pack., 100 case.		
50-lb. drums		
100-lb. drums		
250-lb. casgs		

Prices f.o.b Toronto, Hamilton and London.

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
See weekly report for prices.		

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish	2 80
Creo-lac	0 85

VARNISHES

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

[illegible]TS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.[illegible]5; sleigh shoe steel, $2.85. spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

B[illegible]TING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½ per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅜, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

B[illegible]ING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $[illegible]0; 16 oz., $2 85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5 00; 7-16, $4.75; ½, $4 50; 9-16, $4 50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜ 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.40; No. 1 $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25 p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50, and 17½ p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4 10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
[illegible] short globe, doz	7 50

LEAD PIPE. $9.90, $10.90.

LEAD WASTE. $10.90.

LINSEED OIL.
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75

NAILS.
Wire, f.o.b. Fort William, $2 65 base; Winnipeg, $2 95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10% off list.

NETTING. Poultry, 50%
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 60	3 65
2 gal., dome top....	4 05	6 00
3 gal., dome top....	5 20	8 65
5 gal., dome top....	6 46	10 75

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20 70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per bbl., $3.75.

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 25
25-lb. rions, per cwt........	3 50
1½-lb. tins	0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 27½% off

SAWS, BUCK.
Happy Medium and Watch Spring, $4 25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 65%; flat head, brass, 70+5%; coach, 60%.

SCYTHES.
Brush, $8 50.
Grass, $7 50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES.
Bright wire, per cwt., $2.90 at Fort William; $3.30 Winnipeg; galvanized staples, $3.35 Fort William; $3.75 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 85% off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 75c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.75; Winnipeg, $3.10; Glidden cattle, Fort William, $2.60; Winnipeg, $2.93; Glidden hog, Fort William, $2.70; Winnipeg, $3.03; Baker, Fort William, $2.58; Winnipeg, $2.90; Alberta Special, Winnipeg, $2.70; plain twist, per cwt., Fort William, $3.10; Winnipeg, $4.40; coil spring, No. 9, Fort William, $3; Winnipeg, $3.10; coil spring, No. 12, Fort William, $3.20; Winnipeg, $3.60; plain galvanized, No. 9, Fort William, $2.95; Winnipeg, $3.35.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg, $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3 06; 11, $3.02; 12, $3.20; 13, $3 30; 14, $3.40; 15, $3.55; 16, $3.70.

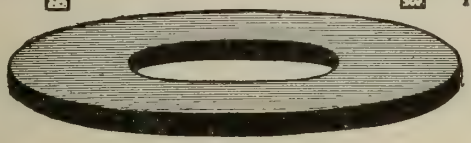
WIRE (STOVEPIPE).
18 and 19 gauge, 5¼c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



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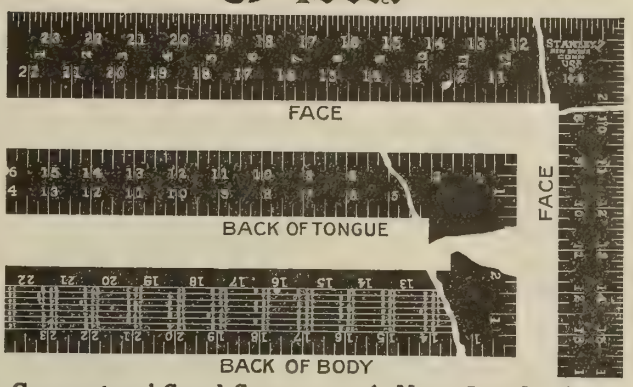

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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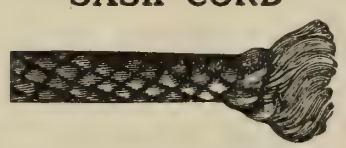

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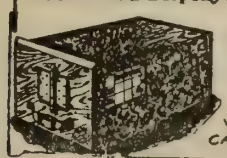

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Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
MacKenzie Bros., Winnipeg, Man.

Latches.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening Wire Co., Ltd., Hamilton.
Hanwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Liquid Gloss.
Imperial Oil Co., Toronto.

Locks, Knobs, Escutcheons, etc.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Lubricants.
Prairie City Oil Co., Winnipeg.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mantles and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof.
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt, Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Metals.
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Mitre Boxes.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
Mackenzie Bros., Winnipeg, Man.

Motor Accessories.
Melchior, Armstrong & Dessau, New York, N.Y.

Motors Canoe.
Melchior, Armstrong & Dessau, New York, N.Y.

Motors' Detachable.
Melchior, Armstrong & Dessau, New York, N.Y.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

Nails, Wire.
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.

Nitrogen Fixtures.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Oils.
Prairie City Oil Co., Winnipeg.

Oilers.
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Packing.
Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Beatty Bros., Ltd., Fergus, Ont; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Poultry Supplies.
Collins Mfg. Co., Toronto.

Powder, Aluminium.
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black.
Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

Pulleys.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Pulleys (Sash, etc.)
MacKenzie Bros., Winnipeg, Man.

Pumps.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump Valves.
Canadian Consolidated Rubber Co., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Kir-Ben, Ltd., Almonte.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros. Carleton Place.
MacKenzie Bros., Winnipeg, Man.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

Razors.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
Brandram-Henderson Co., Montreal.

Refrigerators.
MacKenzie Bros., Winnipeg, Man.
Sanderson & Harold Co., Paris.

Registers.
Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Roofing.
Bird & Son, Hamilton, Ont.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland, Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Miller, Morse Hdw. Co., Winnipeg.

Roofing Supplies.
Bird & Son, Hamilton, Ont.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

Row Boat Motors.
Melchior, Armstrong & Dessau, New York, N.Y.

Runways, Electric.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co., Montreal.

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INGOTS—Two Sizes 25 lb., 50 lb.

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We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

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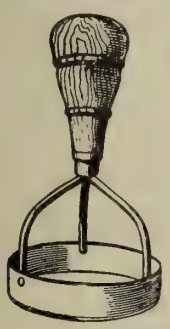

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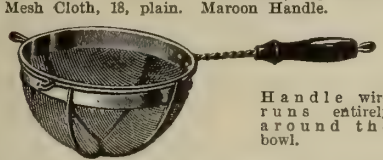

Handle wire runs entirely around the bowl.

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The original and only Genuine Preparation for cleaning Cutlery

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KNIFE POLISH

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Similarly, a hardware merchant could make one specialty pay his rent; another, his delivery expenses; and still another, his telephone bill; or an aggressively managed specialty department (such as automobile accessories) might easily be made to pay all the incidental expenses of the business.

In this very issue of Hardware and Metal there are many articles advertised whose profits would pay certain fixed expenses in your store if you put them into stock and pushed their sales. Why not give this idea a trial? The first step is to carefully read the advertisements in this issue before you think of laying it down.

J. G. L.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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MARRIED MAN OF FORTY, WITH TEN years' retail and twelve years' wholesale hardware, also travelling experience, open for engagement as traveller for hardware or paints, or manager and buyer for retail. Best of references. Apply Box 219, Hardware & Metal. (42)

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FOR SALE—FORTY-SIX FEET OF SHELVing and facing, including two glass cases with lower section of sliding doors. Butternut wood, stained dark green. Original cost over $300; will sell for $150. Will send cuts showing fixtures or cuts may be seen at any office of Hardware and Metal. Box 199, Hardware and Metal. (41)

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HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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ANY SIZE OR PATTERN

One quality—the best.

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For baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES

Bright or Galvanized

WIRE FENCE STAPLES

WIRE

Bright, annealed, coppered, stove pipe, liquor finished, square, etc.

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BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

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because they cut faster and retain their cutting edge longer than any other file on the market. This is a claim that is not made at random—it is based on the results of exhaustive tests against other makes under precisely the same working conditions.

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Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls New York.

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MacKenzie Bros., Winnipeg, Man.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield Eng.

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Thos. Davidson Mfg. Co., Ltd., Montreal
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

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Lundy Shovel & Tool Co., Peterboro.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

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Hutchins-Kilbourne Co., Buffalo, N.Y.

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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
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Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

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Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Stains, Shingle.
Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal
Kir-Ren, Ltd., Almonte.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Toronto.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works Ltd., Winnipeg, Man.

Tanks, Steel, Wood.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tapes, Measuring.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
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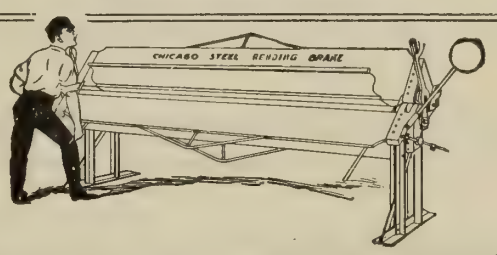

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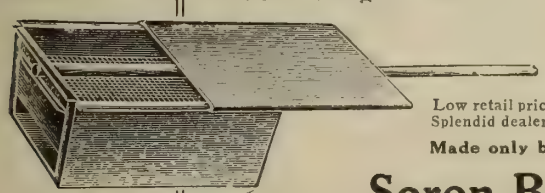

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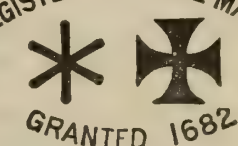

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"The Wicked Partner," by *H. F. Gadsby,* a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse,* a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert,* an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by *W. A. Craick,* an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and *our Review of Reviews Department, which contains condensed versions of the best articles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of such value that you need MacLean's for this department alone. There are twenty articles in the October issue carefully selected as the most informative and interesting, published the world over.*

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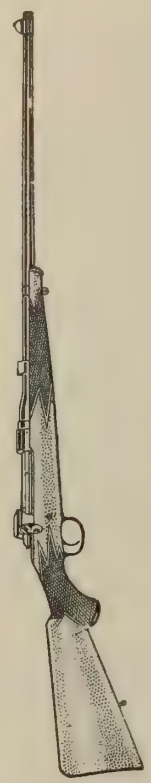

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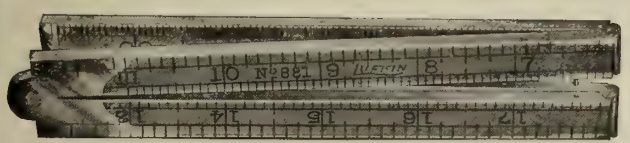

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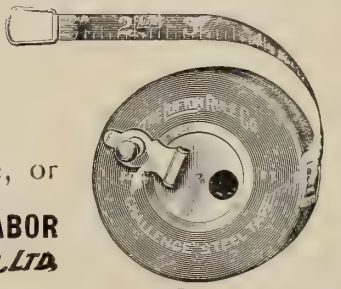

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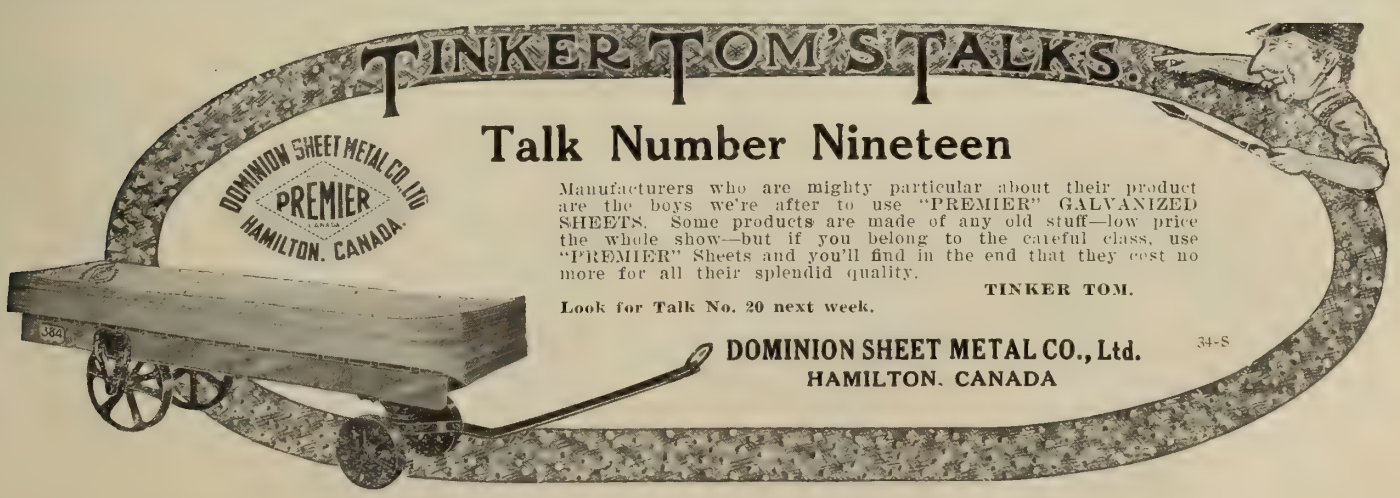

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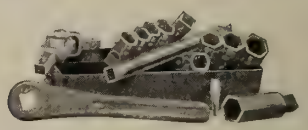

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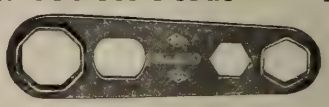

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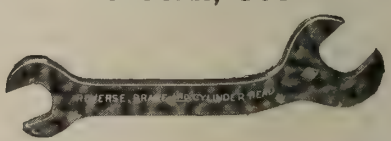

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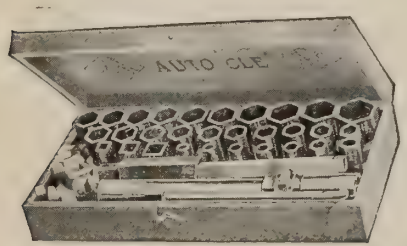

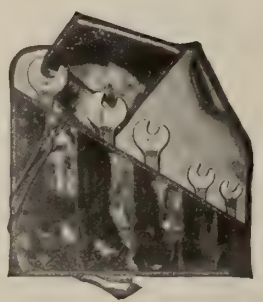

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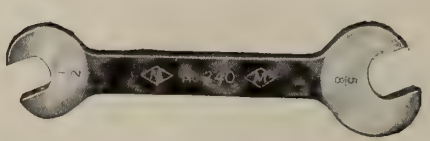

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 October 16
No. 42 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

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Lag Screws,
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Bolts,
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Track Bolts,
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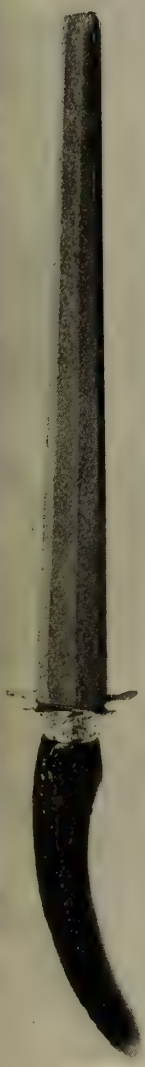
WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Might We Suggest That You Stock Up On Carborundum Knife Sharpeners Right Now?



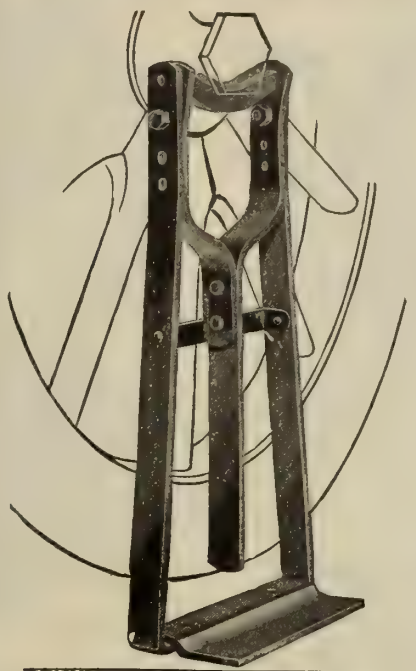
OF course, they sell any time, but in the fall when turkey carving days come you have the logical time to push Carborundum Knife Sharpeners still harder. Show them in your windows along with the carving sets—display them on your counters—your customers will surely be interested in a sharpener that puts an edge on any household knife in a twinkling. A sharpener that really cuts—faster, cleaner than the old-time steel.

Made with genuine stag or wood handle—put up in attractive display cartons.

Better stock up now and be prepared for the carving season. Incidentally they help YOU to a nice slice of profit.

The Carborundum Company
Niagara Falls, N. Y.

TIME TO GET BUSY



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Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel—cannot crack. Car is lifted or lowered in twenty seconds.

Leather-lined yoke.

THOUSANDS IN USE GIVING PERFECT SERVICE

Retails in Ontario at $4.00 per set of four. Sell easy—good profit.

Richards-Wilcox
Canadian Company, Ltd
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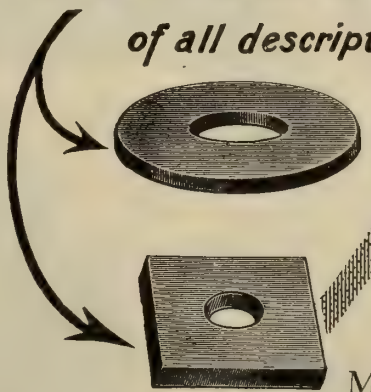
Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
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Round & Square
Plain or Galvanized

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Wrought Washer Mfg. Company
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Coffee Percolator
No. E8646

UNIVERSAL
Electric Coffee Urn Set, Colonial Loving Cup
Pattern

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Electric Coffee Percolator
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Coffee Percolator
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Coffee Percolator
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Are You Ready for the Big November Campaign

on

UNIVERSAL PERCOLATORS

Write to your jobber or direct to us for full information about the Free Window Trim and Cash Prizes for Window Displays.

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Coffee Percolator
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UNIVERSAL
Coffee Percolator
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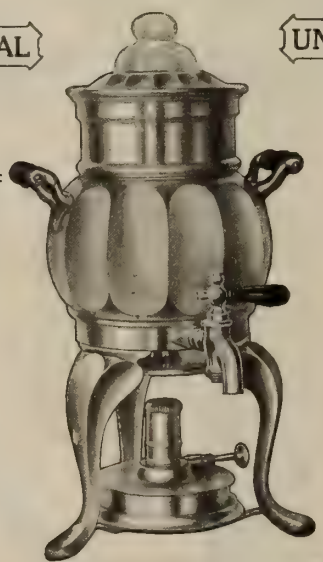
UNIVERSAL UNIVERSAL

UNIVERSAL
Coffee Percolator
No. 76



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Alcohol Coffee Urn
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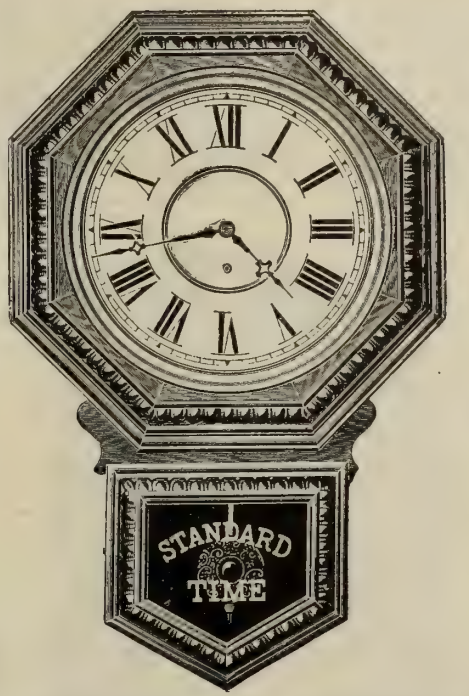
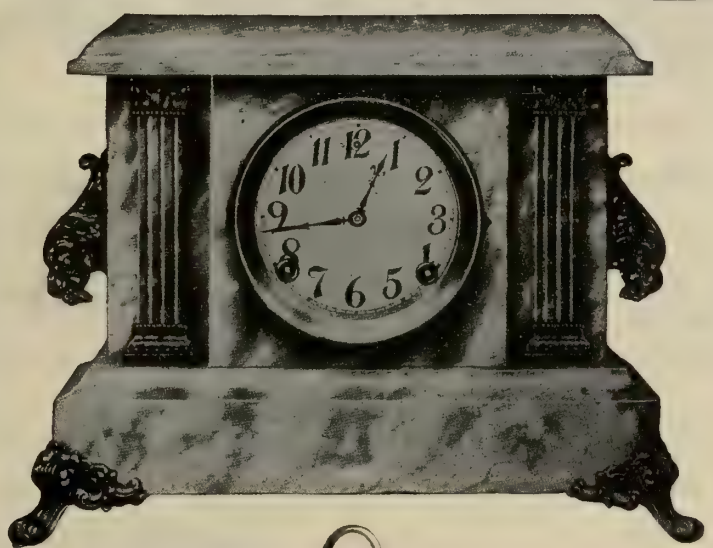
WE CARRY a Well-assorted Stock of CLOCKS to Suit Every REQUIREMENT



WHAT YOU WANT is a CLOCK that RINGS When You Want It.

Send Us Your Mail Orders



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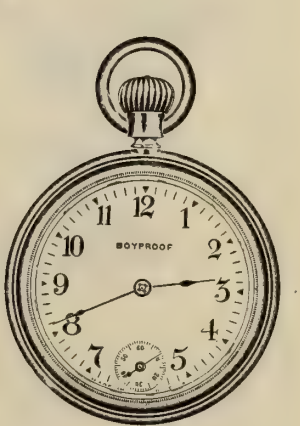

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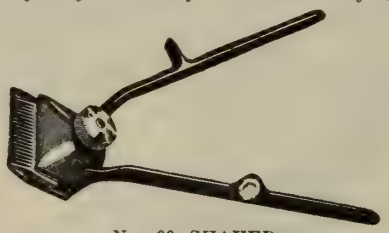
PRIEST'S HORSE and TOILET CLIPPERS

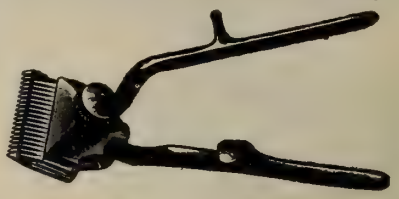
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



SPEED
Best low-priced Clipper made. Retailing at about $1.00.

IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

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Coristine Building, Montreal
Canadian Agents for
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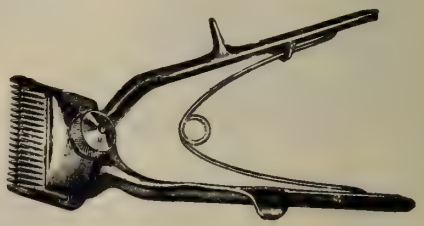


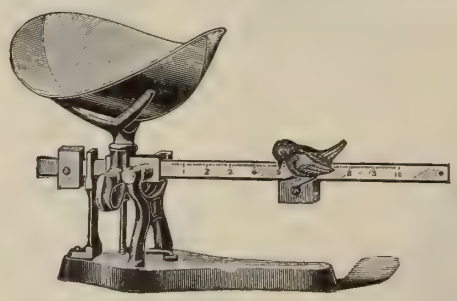
CADET
with visible spring, retailing at about $1.00.

A RELIABLE HOUSEHOLD SCALE

IS INDISPENSABLE IN EVERY UP-TO-DATE KITCHEN

It will be found useful every day in the week, and every week in the year, and only those who use them know what a convenience they are.

10 lb.



No. 212—Capacity 1 oz. to 10 lbs.

25 lb.

No. 214—Capacity ½ oz. to 25 lbs.

Every Scale is inspected and stamped by Government Inspector.

Accurate, Durable and Very Moderate in Price. **Can be used for Commercial Purposes.**

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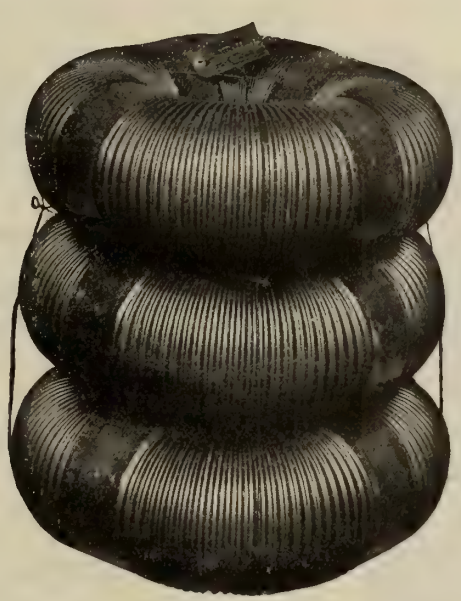
THE BURROW, STEWART & MILNE CO., LIMITED

HAMILTON TORONTO MONTREAL WINNIPEG

DO YOU NEED ELBOWS?



SMP has them—thousands of dozens—plain or polished—tin or galvanized.

SMP elbows fit our own or any standard stove-pipes.

SMP elbows have real rivets in both ends.

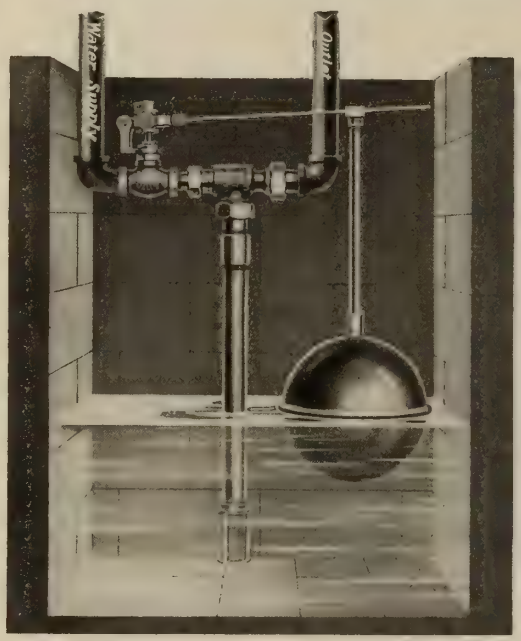
SMP elbows are SMP "QUALITY" goods.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

MORRISON
Automatic Cellar Drainer



The most efficient cellar drainer on the market. Simple and durable.

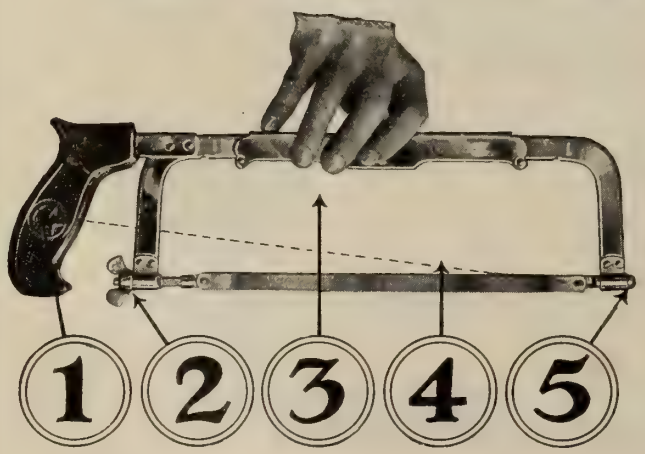
Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

The James Morrison Brass Mfg. Company, Limited
93-97 Adelaide St. West, TORONTO

And these 5 points mean MORE sales and MORE Profit!



MILLERS FALLS
STAR HACK SAW No. 1027

MILLERS FALLS TOOLS

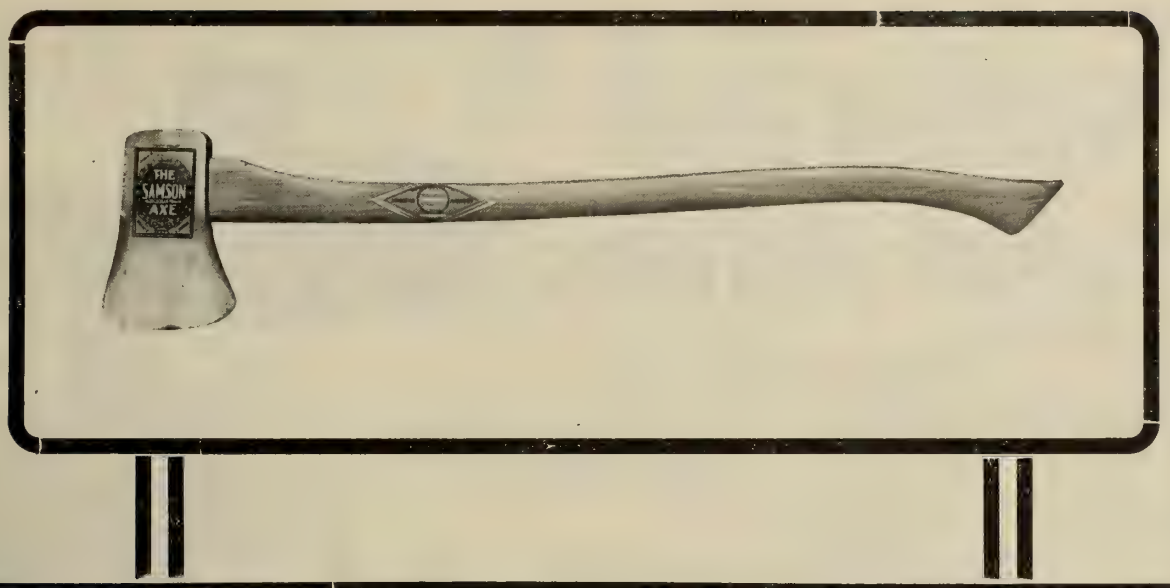
Again, as usual with Millers Falls Tools, it's a matter of being able to offer MORE! To furnish at a price that is entirely reasonable a tool of exceptional advantages. For instance in this Millers Falls Hack Saw No. 1027—No. **1** is an indurated composition rubber PISTOL grip moulded in one piece and shaped to FIT the hand, so that the user can AIM his cut, and work without tiring the muscles of hand and forearm. **2** is the tension nut placed at the REAR, where the worker can reach it conveniently. **3** is the doubly reinforced channel back that gives rigidity and strength even when frame is extended to full limit of span. **4** is angle of depression, DOWNWARD because the pistol grip is connected at the top of the frame and not at the bottom. This causes the teeth to "bite-in" and CUT, without crowding the saw. **5** is the fine-nosed tip of the frame, free of encumbrances, so that with this frame one can cut in extremely narrow places.

In addition to the above, the blade of No. 1027 can be set to four angles. Every detail made to MILLERS FALLS Standard of Quality—and backed by our guarantee of satisfaction.

Let Us Show You
some of the other 200 Millers Falls Tools that will help you make MORE money more easily. Write for our catalog and for booklet explaining how Millers Falls helps you SELL.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
New York Office, 28 Warren St.

Our Panama-Pacific Exhibit is in Block 26, Avenue D, Manufacturers' Building. Expert demonstrator will be glad to explain the Millers Falls line and proposition.



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Perfect in Material and Balance

SAMSON Axes are made from selected materials of the highest grade.

The bit is of crucible steel, carefully tempered and ground.

The soft steel head permits hard usage.

FULLY GUARANTEED

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND, SONS & CO. LIMITED
WHOLESALE HARDWARE
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HOWLAND'S SAMSON QUALITY

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ARE BETTER THAN

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Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

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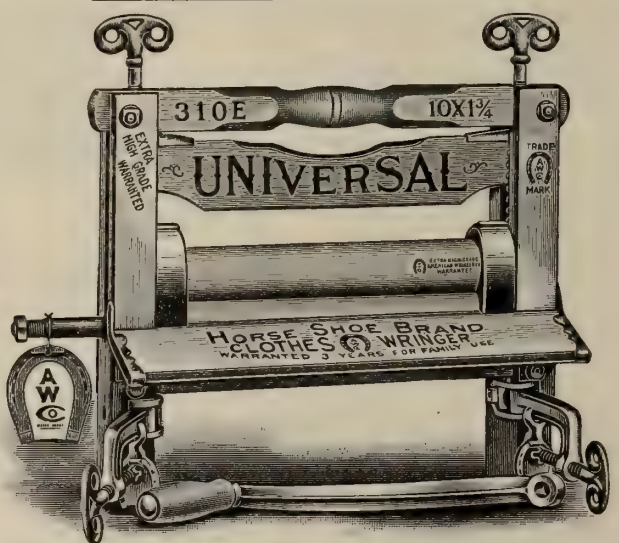
Canada Steel Goods Co., Limited, Hamilton, Canada

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

BOLTS AND NUTS
BOILER RIVETS

THE STEEL COMPANY OF CANADA LIMITED

WIRE

WIRE NAILS

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Horse Shoes
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Horse Nails
MRM

Tacks,
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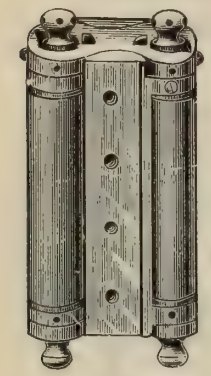
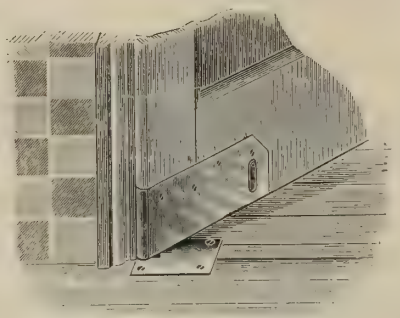
IS YOUR GUARANTEE OF GOOD BUSINESS

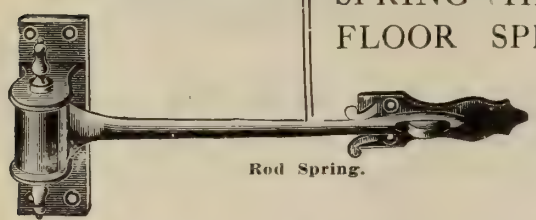


Regulating Spring Hinge.

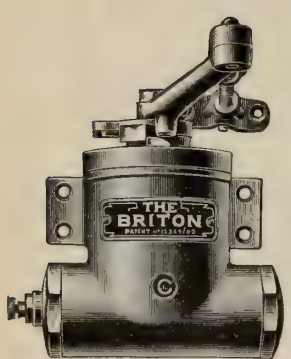


"ERA" Shoe Door Spring.

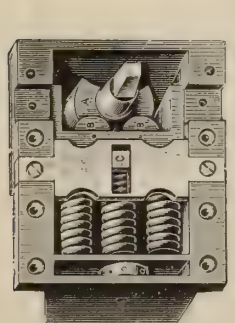
SPRING HINGES, FLOOR SPRINGS,



Rod Spring.



The "BRITON" Door Check and Spring.



"Invincible" Floor Spring.

DOOR CHECKS AND SPRINGS OF ALL KINDS. PANIC BOLTS, FAN LIGHTS, GEARING, etc.

Manufactured by

Wm. Newman & Sons
LIMITED

Birmingham, England

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TEES & PERSSE, CALGARY

and

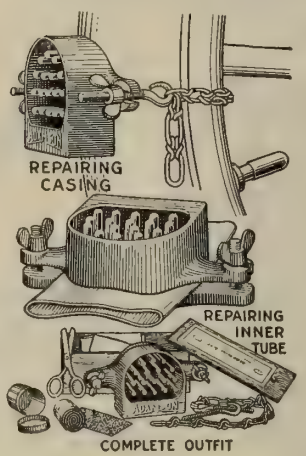
FREDERIC SARA & CO.
326 9th Ave. W., Calgary, Alta.

Write them for price list and particulars.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.

Write for dealer's proposition.



MODEL "U"—$3.00

ADAMSON MANUFACTURING CO.
67 BAY ST. N. ∴ HAMILTON, ONT.

Oval

APPLE

Picking

BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

ORDER NOW.

Walter Woods & Co.

Hamilton - Winnipeg

"Metallic" Building Materials

NOW—AND NEXT YEAR
use
"M.R.Co." Die-Stamped Eavetrough
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They are *money-makers* because they are *money-savers.*

NOW BOOKING FOR SPRING SHIPMENT

Get our Spring Shipment Proposition—It's attractive.

WE ARE MAKERS OF THE CONNER ALL-STEEL CONDUCTOR HOOK.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
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Up-to-date Brushes

SIMMS BRUSHES have the quality, the flexibility and the durability that make them strong favorites with practical painters. The bristles are "fast" set—there is no coming out, no agitated users.

that will advance your brush sales

OF THE MANY ATTRACTIVE READY-SELLING SPECIALS FOR THE HARDWARE TRADE, DONE UP IN DISPLAY BOXES.

We can supply your requirements from an artist brush to a street sweeper.

The selling prices linked up with this extraordinary quality, the Simms reputation and the Simms attractive finish, will quickly put your brush department results on the incline.
ILLUSTRATION HEREWITH IS ONLY ONE

Be sure to specify SIMMS when placing your brush needs with your jobber.

If he cannot supply you, write us direct.

THE ONLY MAKERS OF SET-IN RUBBER BRUSHES IN CANADA.

T. S. SIMMS & CO. LIMITED
ST. JOHN, N.B.

SIMMS SET IN RUBBER SIMMS

SIMMS TRADE MARK

All Neverslips Have Red Tips

That is a good thing to remember when buying horse shoes and calks.

The complete Neverslip Line is made readily recognizable by this positive guarantee of satisfaction—the *Red Tip.*

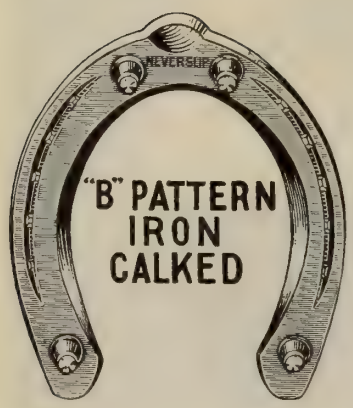
Neverslip Shoes come in a great variety of styles: Iron, Creased Steel, Countersunk Extra Light Steel, Drilled or Calked. Neverslip Red Tip Calks give horses confidence on the slipperiest pavements. There are many types of screw calks to choose from. Neverslip tools are designed to make the application of our shoes and calks easier and quicker. Remember to look for the *Red Tips* when stocking.

Write us for Booklet T.

The Neverslip Manufacturing Company

559 Pius IX Avenue Montreal

Factory: New Brunswick, N.J.



W P
WARD

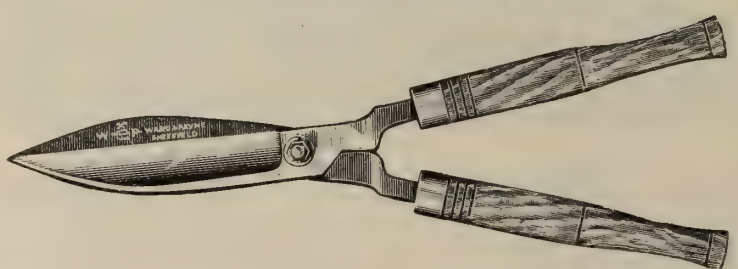
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears. Guaranteed "Fast Handles."

No. 5552—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
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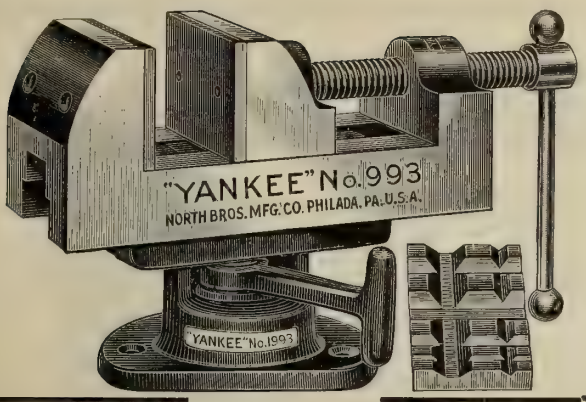

"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
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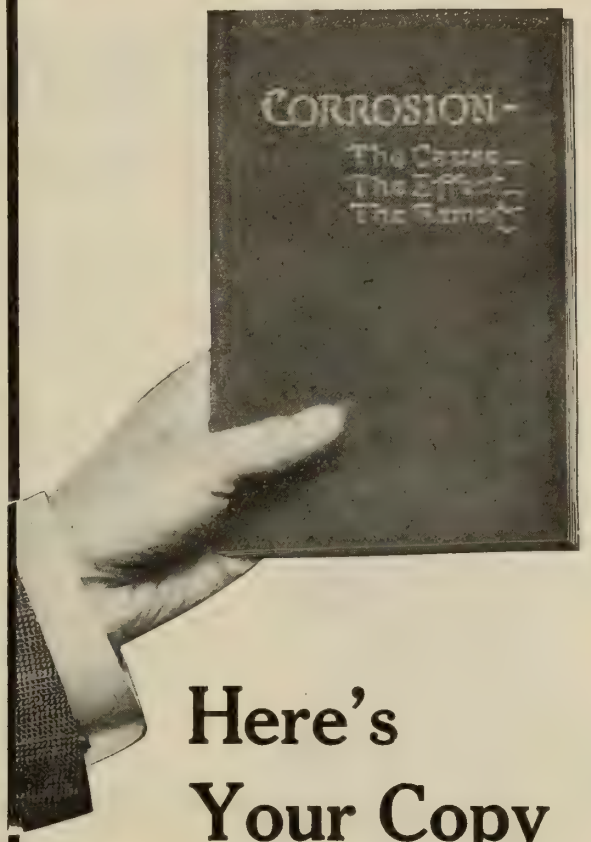

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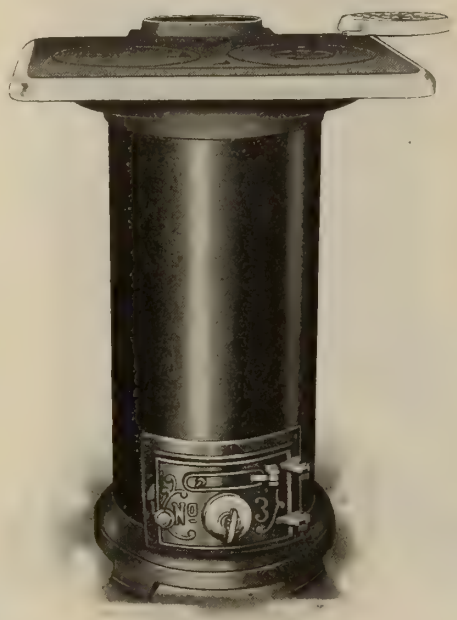

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They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design.

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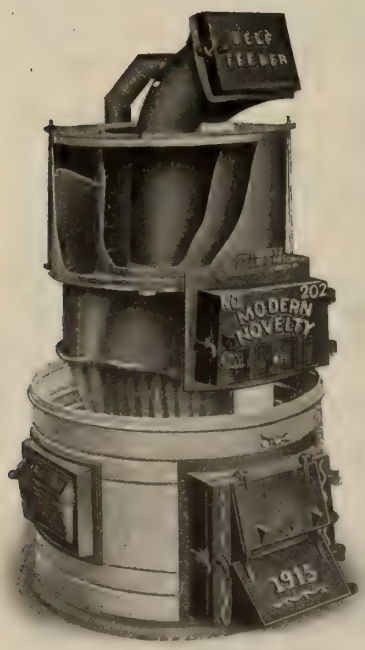
REVOLUTION IN HOT AIR FURNACES



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A warm house all day and all night.
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In STYLES, SIZES and PRICES to suit everyone.

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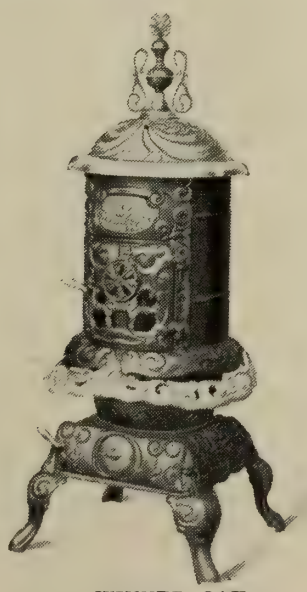
4 Sizes—Double Doors



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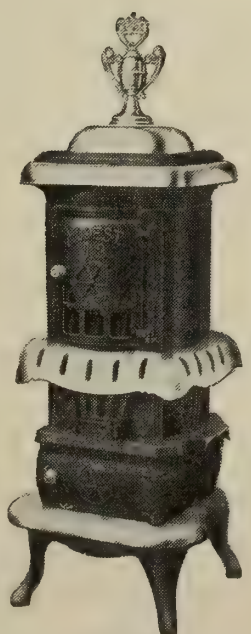

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An ALL CAST STOVE, SINGLE OR DOUBLE HEATER.

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Made in 4 Sizes
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Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

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A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

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TWO GREAT FEATURES OF "THE CANADIAN MAID"

First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

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IT'S the favorite load of those wise ones who come home with the fattest bags. Also it's the shell to be seen prominently displayed by the knowing merchant who anticipates the demands of his customers — the merchant who knows that his biggest profits come from satisfied patrons.

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Put them all in your window. Let your customer choose. Simply guide him that his selection may be made from your stock of "The Ammunition made wholly in Canada"—Dominion Ammunition.

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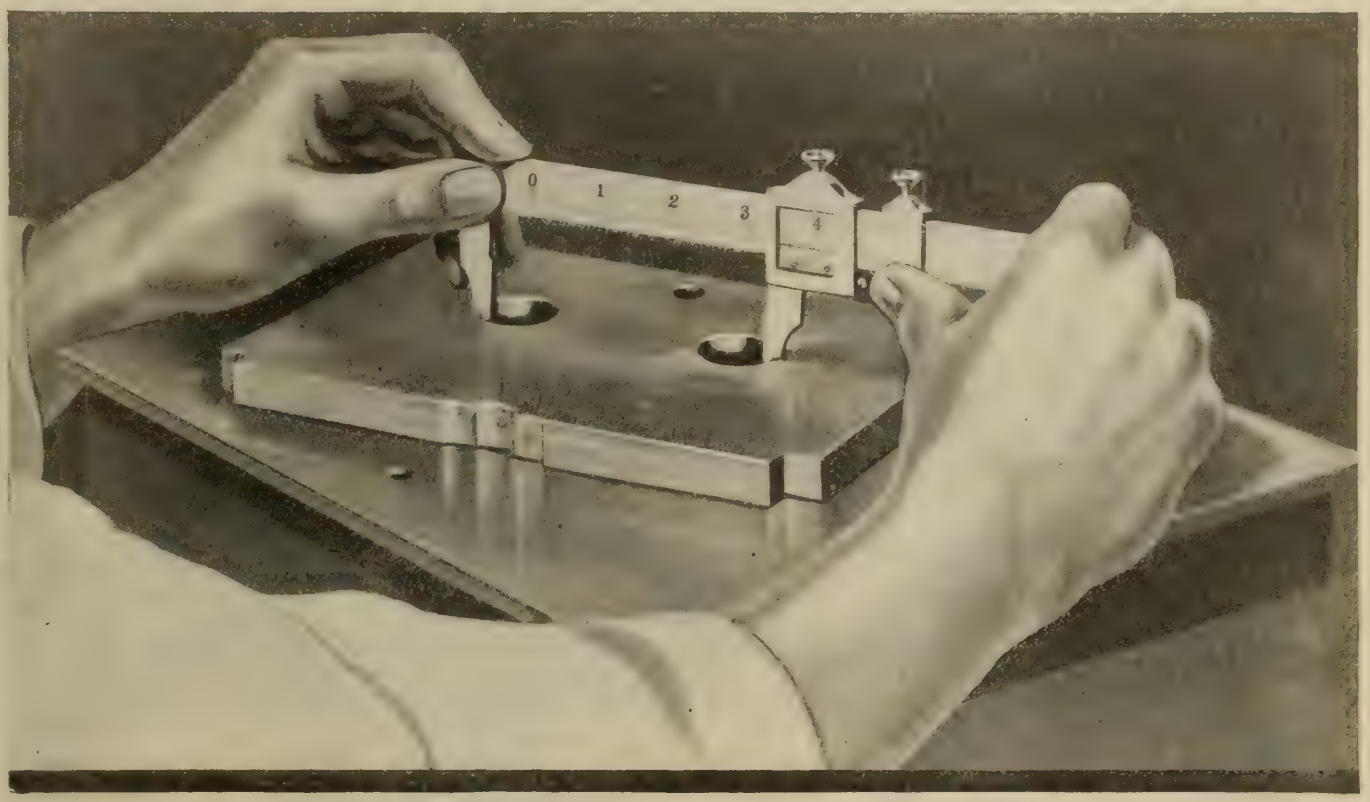

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HIS work demands tools of extreme accuracy—his job depends upon them. When he wants tools or instruments that he can depend upon he goes to the leading dealer to get them. If the dealer shows him Starrett Tools he buys them without question because every skilled machinist knows that

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are mathematically accurate. Every engineer, machinist and high-class workman whose work requires accuracy knows Starrett Tools to be standard. Starrett advertising is addressed not only to workmen and engineers but to superintendents, foremen and manufacturers.

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TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

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Answers every requirement of the Motorist and our price is **Right**

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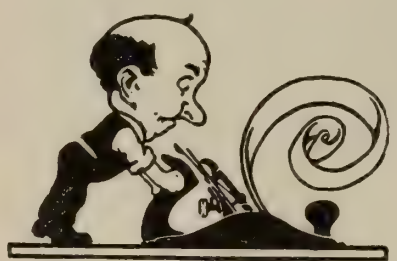

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Packed one in a box.

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Our New W-4 Catalog Is Now Ready.

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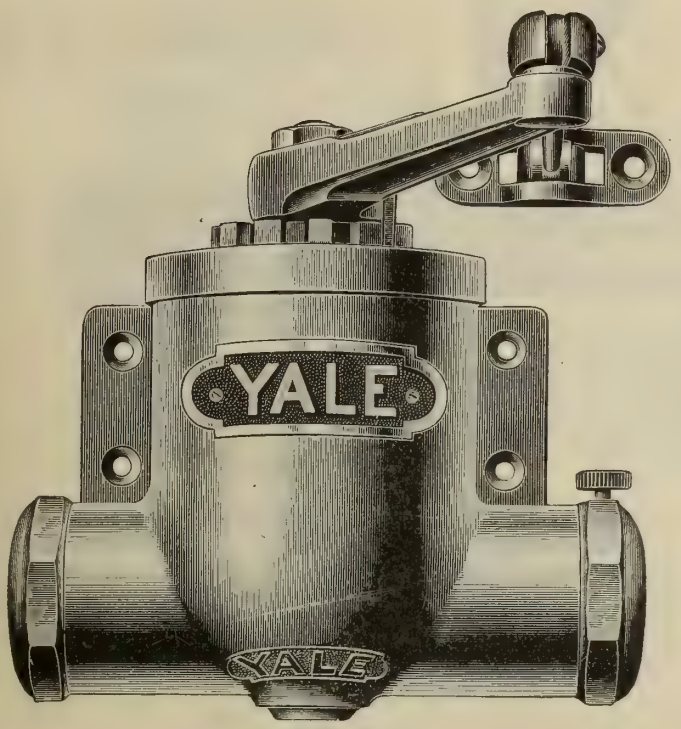
Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.



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One of the most reliable makes of Door Springs and Checks. The springs are well tempered and strong, and the checking device is positive, avoiding the slam of doors, yet holding them tightly closed. Many of our Public Buildings have been equipped with YALE Door Checks on their doors for years, where they have given every satisfaction.

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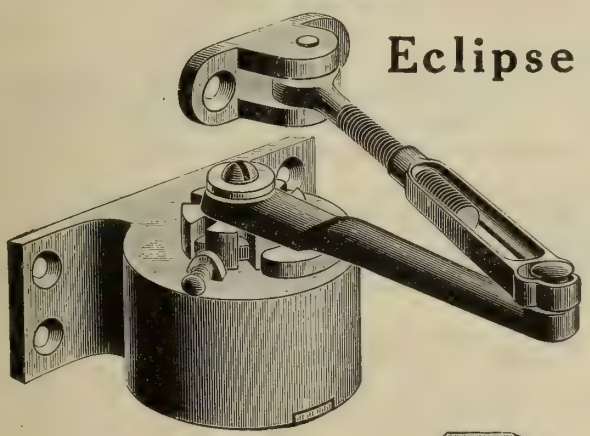
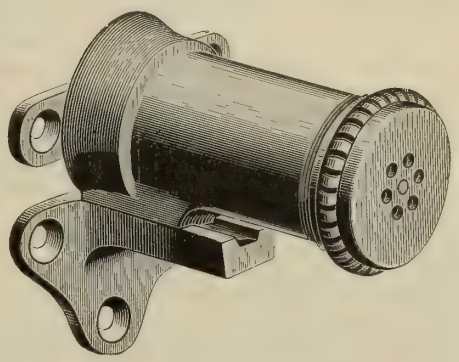
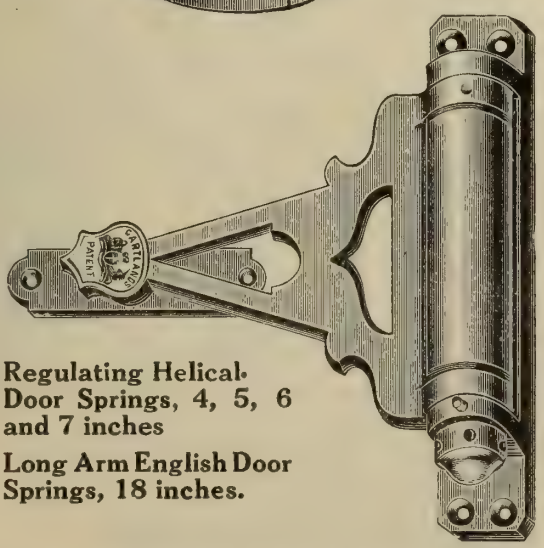


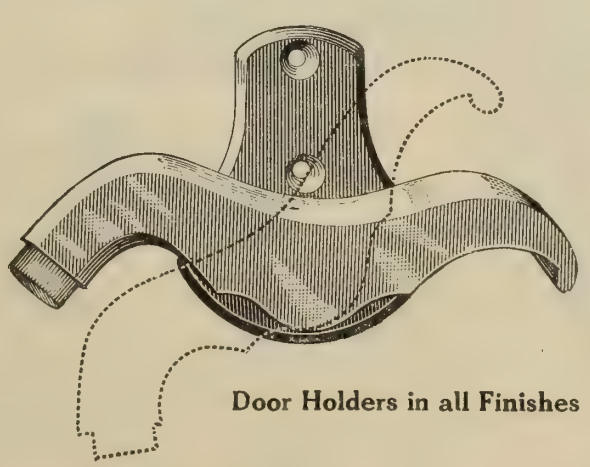
For all Sizes of Doors. Fine Gold Bronze Finish.





Regulating Helical Door Springs, 4, 5, 6 and 7 inches

Long Arm English Door Springs, 18 inches.



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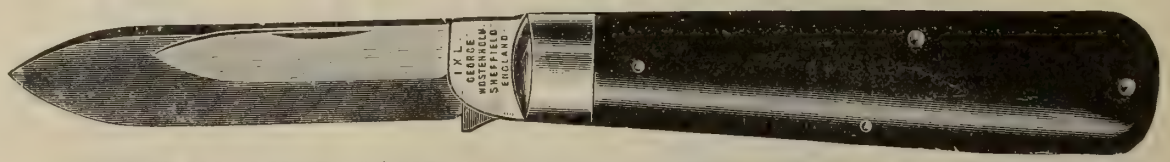

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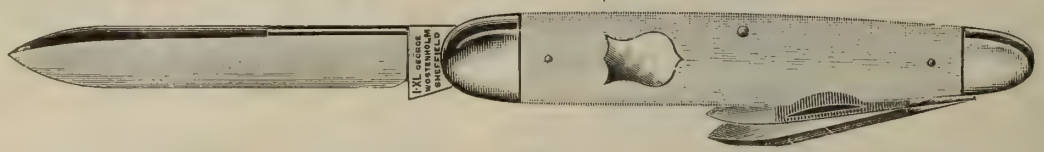

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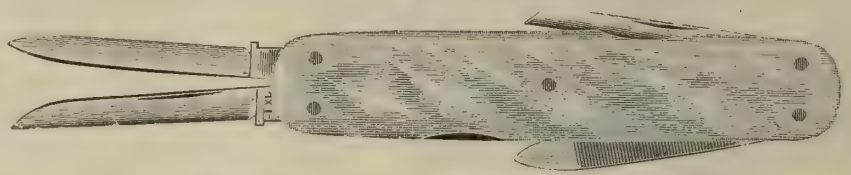

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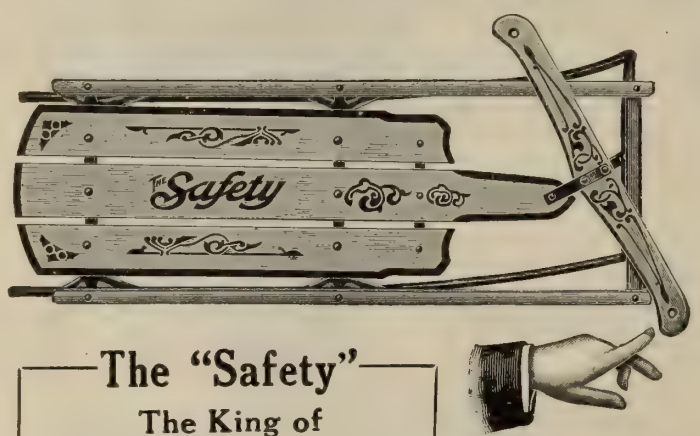
Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representative, MONTREAL



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The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

MADE IN 6 SIZES
1915 Price List

Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

A Quick Sales Producer

The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

The sled bench (patented) is a solid stamping of WROUGHT STEEL, being lighter, neater and stronger than ANY OTHER method of construction.

The top (patented) DOES NOT MOVE, thereby enabling the operator to guide the sled much easier without danger of pinching the fingers as is common with OTHER flexible sleds.

The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

Packed two in a bundle. No shipment made of less than 1/6 of a dozen. The best assortment to buy in dozen lots is:—

1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

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St. Catharines, Ontario

Stanley Tools

Stanley Nail Sets

¶ Made of a high grade of tool steel. Both ends hardened and oil tempered. Specially well knurled, giving the workman a feeling of security as to "grip." ¶ The point that comes into contact with the nail is "cupped" and the edges nicely rounded. Made in a variety of sizes four inches long.

¶ These are packed in attractive display boxes and every tool sold means a satisfied customer.

¶ You should have them in stock. They will prove themselves sellers.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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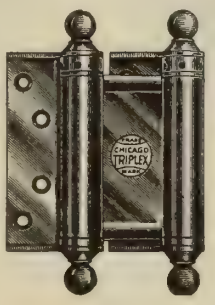
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



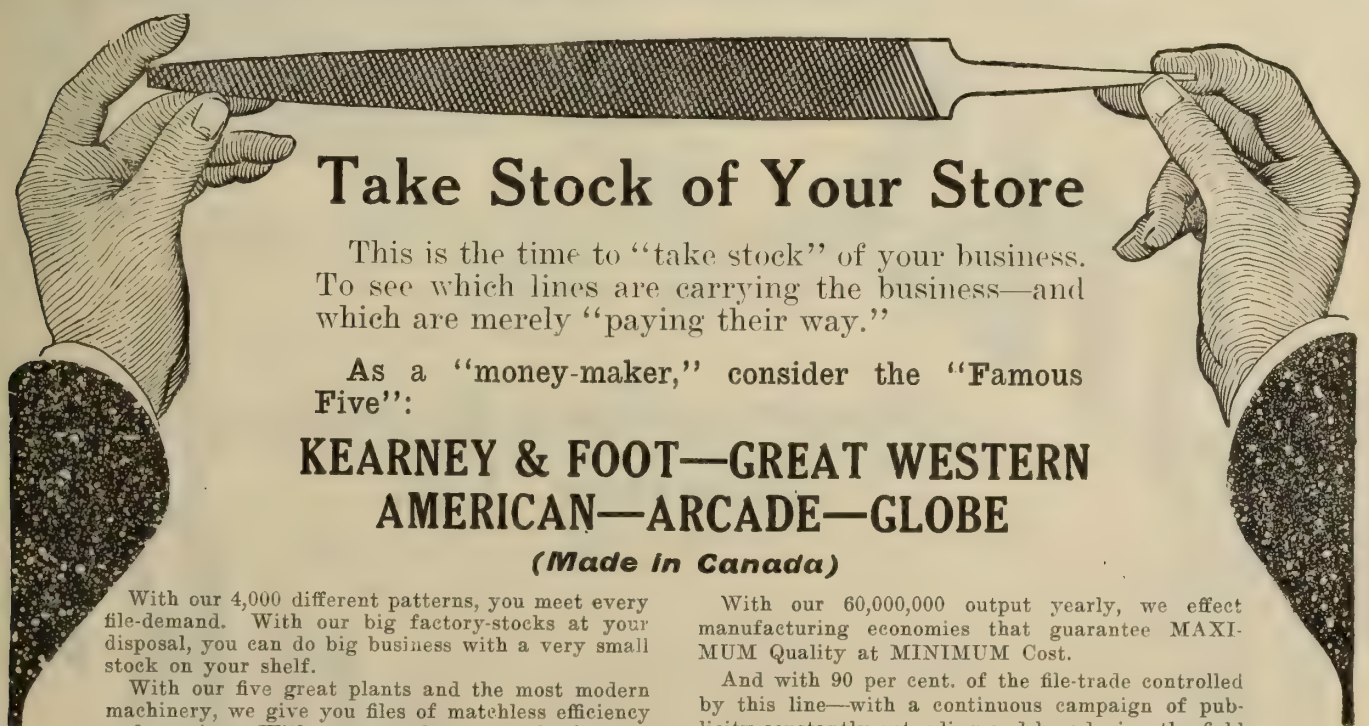
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C.S.B. CO. MARK NEW YORK



Take Stock of Your Store

This is the time to "take stock" of your business. To see which lines are carrying the business—and which are merely "paying their way."

As a "money-maker," consider the "Famous Five":

KEARNEY & FOOT—GREAT WESTERN AMERICAN—ARCADE—GLOBE

(Made in Canada)

With our 4,000 different patterns, you meet every file-demand. With our big factory-stocks at your disposal, you can do big business with a very small stock on your shelf.

With our five great plants and the most modern machinery, we give you files of matchless efficiency and service. With our complete control of every step—from steel to file—we insure absolutely uniform quality from year to year.

With our 60,000,000 output yearly, we effect manufacturing economies that guarantee MAXIMUM Quality at MINIMUM Cost.

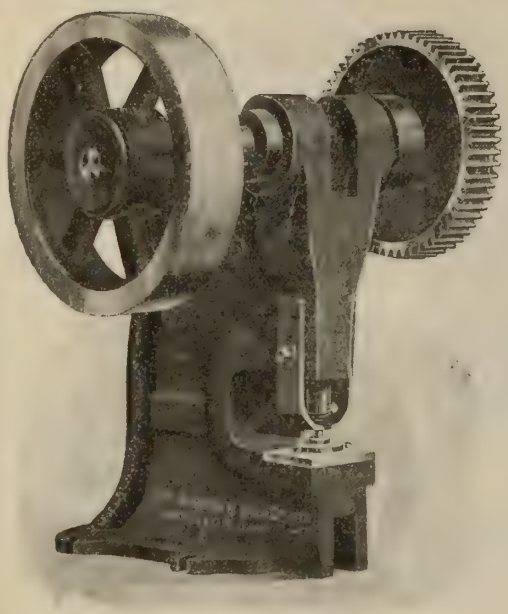
And with 90 per cent. of the file-trade controlled by this line—with a continuous campaign of publicity constantly extending and broadening the field—the "Famous Five" merit your closest consideration—NOW more than ever before.

Write to-day for FREE copy of "File Filosophy"—and our Catalog.

NICHOLSON FILE COMPANY, - PORT HOPE

(Jobbers Everywhere)

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

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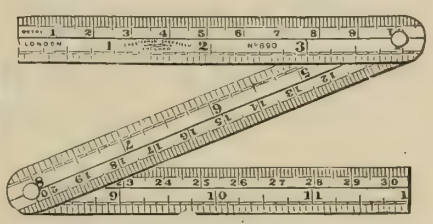

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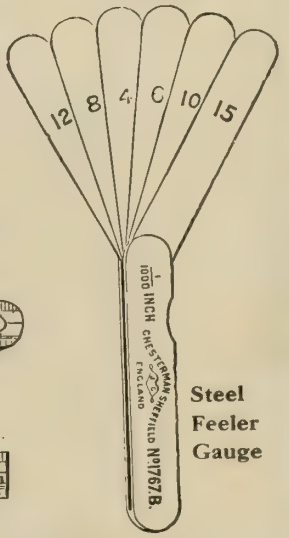

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We manufacture all kinds of lumber tools. Light and Durable.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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It's a Pink anyway you take it, and it's the best Peavey made.

TWO CENTS PER WORD

You can talk across the continent for two cents per word wtih a WANT AD. in this paper

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

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In any business, the best test of success is re-orders.

With few exceptions, the house that has to get its trade each year from entirely new customers is under suspicion. If the dealings were fair, and the price right, and if the goods stood up and proved their quality, the same customers ought to come back and order again and again.

Some of our customers have been buying our rubber goods, week in and week out, for over fifty years.

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 16, 1915. No. 42

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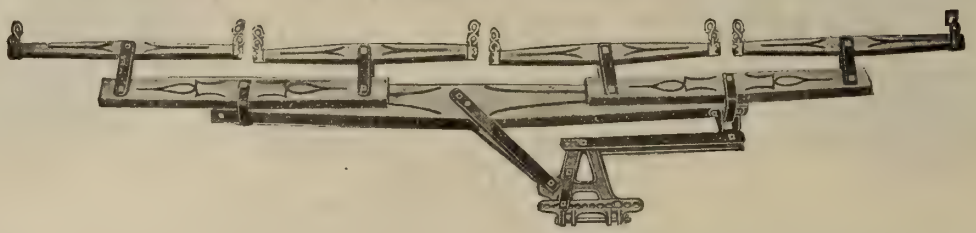

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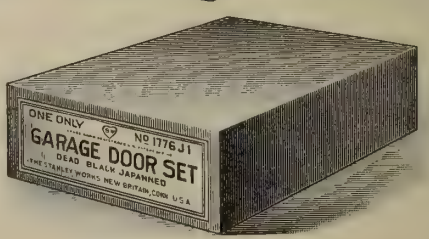

No. 1776-J1 Garage Door Set Consists of the following:

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HARDWARE AND METAL

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Details Regarding War Orders

Resume of What Agent of British War Office Has Been Doing in Canada Outside of Munitions—Hardware, Foodstuffs, Footwear and Drygoods in Demand —Orders to the Extent of $5,000,000 Placed

By J. W. Tyson

WITH all branches of trade more or less dislocated from their usual channels and unprecedented business conditions prevailing, the attention of the manufacturer and the producer is being largely occupied in an analysis of this commercial confusion with the idea of taking advantage of any development which may work to his compensation and advantage. The predominant factor in the Canadian situation at the present time is War Orders. In the readjustment of affairs new markets for our natural products abroad and new demands for our manufactured goods at home will undoubtedly materialize, but while the great conflict lasts the needs of the armies in the field will form the great incentive to our energies.

Manufacturing war supplies is practically a new departure for Canadian industry and the supplying of food stuffs requires the production of many "rations" which are new to us. A careful study of the whole situation is, therefore, required if Canada is to secure her share of the war business. The production of munitions has been carried out on a broad scale, because the situation was one where there was practically unlimited demand for certain standard shells and manufacturers worked to that standard, but in addition to ammunition there are hundreds of articles which enter into the equipment of the fighting forces in the field, and in this connection it would appear that in a large degree the share of business coming to Canada will depend upon the ability of our manufacturers to rise to the emergency. In view of this, Hardware and Metal has been keeping closely in touch with the agent of the British War Office in Canada and recently has been able to secure many details regarding the nature of the orders which have been placed and, what is more important, certain requirements which present new possibilities.

The arrangement through which the British War Office secures its miscellaneous war supplies—excluding ammunition, horses, fodder and other munitions—has been previously outlined. Working along practical lines, an arrangement was reached through the Canadian Pacific Railway by which Edward Fitzgerald, of the company's purchasing department and a buyer of many years' experience, was made agent of the War Office. His machinery is a unit of the C.P.R. system which is acting directly under the control of the British authorities. Thus Canadian manufacturers and producers seeking a share of war business need not consider such factors as political influence, second-hand commissions, etc. They will be dealing with the War Office just as they would deal with the Canadian Pacific Railway. This means that goods are bought on their merits, the three important points being quality, appearance and price. The first two must be up to the Government's samples or close enough thereto to favorably pass inspection and the latter must face competition from other available sources—with, of course, some slight favoritism for the colonies as compared with foreign countries.

THE BRITISH WAR OFFICE IS SEEKING TO PURCHASE—

Snowshoes,
Special barbed wire,
Needles for knitting machines,
Snap fasteners, type 22,
Special meat mincers,
Special brass eyelets,
Enamelled steel wire,
Spelter.

Manufacturers of these and other lines suitable for the use of the Allied troops should communicate with E. Fitzgerald, British War Office Purchasing Agent, Windsor Station, Montreal.

Since his appointment, Mr. Fitzgerald has placed orders for about $5,000,000. In relation to the reports which have been heard of the immensity of the shell orders, this amount is comparatively small; but when it is remembered that it is for miscellaneous articles and when it is considered in relation to peace times it will be recognized that is represents a big volume of business. However, there is reason to believe that it might have been greater with a wider field and with a better appreciation in England of our possibilities. This is indicated by the fact that when Sir Thomas Shaughnessy went to England to interview the war authorities early in July, the arrangement with the C. P. R. had been in effect for about three months and only $500,000 of business had been placed. This has increased to ten times the amount since, and it is expected that with Mr. Meldrum, who was appointed to the C. P. R. London staff some time ago, co-operating at the other end, it will be possible to bring the possibilities of Canada more directly to the attention of the British War Office.

The information which is now given out by Mr. Fitzgerald lacks in details as to prices paid, quantities ordered and successful bidders. These particulars will not be made public for the time be-

ing, Mr. Fitzgerald taking the stand that they might tend to interfere with future bids and cause dissatisfaction as to past orders.

As regards the amount of money involved, the most important items of the purchases made cover the following:

Woolen sox and cotton drawers.

Shovels, axes, electric wire and handles.

Cheese, rubber boots, matches.

The orders for sox and drawers were about the most important of all and covered several million pairs. In connection with this business Mr. Fitzgerald explains that the exact standard of the War Office was not reached but that he obtained samples from Canadian manufacturers and the orders were authorized by the War Office from the standpoint of quality and price and in relation to the capacity of the plant securing the business.

Shovels and spades were secured in large quantities, the orders running over 12,000 dozen. The business was divided between manufacturers at Hamilton and Gananoque, these being about the only two plants prepared to handle orders of this magnitude, considering price and date of delivery.

Handled axes of many kinds, and totalling hundreds of thousands, were purchased in many parts of the country, practically every manufacturer from Nova Scotia to Ontario getting a share. They were of several styles, including felling, hand, and hammer-headed. The latter is a formidable instrument and is evidently intended for the destruction of barbed wire barricades, etc.

Electric cable of a special insulated variety and suitable for field work was purchased in large quantities, upwards of a thousand miles being secured.

Hundreds of thousands of hickory handles of all varieties have been purchased, this being one of the lines in which there has been a very strong demand.

Cheese has been ordered in considerable quantity. These orders have been practically closed for the time being and there is but a very small proportion which has not been sent forward. Supplies have largely been secured in original markets and the buying was spread over a considerable period.

Rubber boots of the full hip pattern have recently been in strong demand. Every Canadian manufacturer capable of supplying got a share of the business and practically every plant in Canada had orders for unlimited quantities to be turned out between September 1st and the 16th of October.

Large quantities of safety matches are being shipped from the Eddy plant for the use of the troops. This business was placed as soon as the Canadian samples of matches had been seen by the authorities in England.

New Lines Developed

Articles which have been turned out in Canada for the first time or which have never been exported in quantities before include:

Helmets and drums.

Shoepacks.

The order for helmets, which included nearly 90,000 of this style of headgear, was unique for Canada as was also that for drums which embraced six hundred of large and small military designs. Drums have been largely imported into Canada heretofore.

The market which has developed for shoepacks is an outstanding example of how business may be developed by direct methods. A Canadian manufacturer took a small lot of this type of footgear to England and interested the War Office officials. The boot, which is specially designed for the use of lumbermen and others who have occasion to do much rough travelling, is a very substantial one, and is, besides, warm and water-tight. The first samples were followed by a substantial order in August which evidently gave satisfaction, for there was a repeat inquiry in September. Already several thousand pairs have been purchased and shipped and these represent a lot of money, the packs being very high-priced footwear.

TRADE PAPER PUBLICITY COUNTS

The articles which have appeared in the trade papers of the MacLean Publishing Company, recommending manufacturers to get into communication with the British purchasing agent, have, according to Mr. Fitzgerald, resulted in a large number of communications.

He estimates that about twenty-five manufacturers or their representatives who have called upon him have made reference to what has appeared.

The shoepacks, like the helmets and drums, indicate the possibilities of the war supply business developing a demand for Canadian products which have never found an outside market before, and there is a strong probability that this special type of Canadian boot will find a permanent demand after the war is over.

Lines Being Developed

The following are some products with regard to which steps toward manufacture are now being taken or are being considered:

Evaporated vegetables.

Snowshoes.

Barbed wire to special specifications.

Needles for knitting machines.

Snap fasteners, American type No. 22.

There are evidently great possibilities in the supplying of food stuffs if Canadian producers can turn out the varieties which are peculiarly suited for use on the battle field. There is to-day a big demand for evaporated vegetables including potatoes and onions, particularly the former. Mr. Fitzgerald is desirous of getting into touch with firms that can produce these evaporated potatoes, but it is doubtful if there will be a big volume of business with tubers at their present prices. Already one Ontario firm has done a big trade in this line with the French government. Another variety of prepared food for which there is inquiry is Julienne, a kind of dessicated soup preparation. Firms capable of making such products should get into touch with Mr. Fitzgerald at once.

Barbed wire has been purchased in large quantities, but there are greater possibilities as regards this product if specifications are more closely followed. The War Office calls for a wire with 4-point barbs not under one inch long and much closer together—say an inch and a half apart. The spools must also be smaller and should carry only about twenty-eight pounds of wire. This size evidently is much more convenient for handling in constructing barricades. Some of the Canadian mills are now considering plans to meet these specifications and it is expected that substantion orders will follow.

For needles for knitting machines and for snap fasteners, American type No. 22, there have been inquiries from the War Office, and Mr. Fitzgerald is now in communication with several firms which may be able to meet the requirements.

There is a demand for snowshoes and all firms who can manufacture them would do well to get into touch with Mr. Fitzgerald at once.

Unfilled Inquiries

There have been a number of inquiries sent out by the War Office which could not be fulfilled in Canada from any information which Mr. Fitzgerald could obtain. In the event of any manufacturers being interested he would be pleased to hear from them. They include:

Rubber sponges.

Chemical and laboratory glassware.

Meat mincers of special design.

Cotton and linen webbing.

Special brass eyelets.

Enamelled steel wire and spelter.

Other Lines Purchased

Other Canadian-made goods which Mr. Fitzgerald has secured include:

Reaping hooks, large and small.

Cement sacks.

Steel wire rope.

(Continued on Page 36)

Planning for Retailers' Convention

Next Convention of Ontario Retail Hardware and Stove Dealers' Association to be Held on Feb. 22-23-24—Advisory Committee Recommends That Toronto be the Meeting Place—Many Members in Favor of Toronto

THE eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association will in all probability be held at Toronto on Feb. 22, 23, 24. At a meeting of the Advisory Committee of the association, held at the King Edward Hotel, Toronto, on Monday of this week it was decided to recommend to the executive that the convention be held at Toronto on the above dates. It is understood that a majority of the members of the Executive Committee, and a large number of retailers who attended the convention last year

C. W. CONN,
President O. R. H. & S. D. A.

are in favor of Toronto as a meeting place for the 1916 convention.

The Advisory Committee dealt with a number of important matters referred to later in the article.

That the association has made considerable headway under the present plan of working is shown by an increase of 119 in membership since April 1st.

Members of the association and readers of Hardware and Metal, no doubt remember that at the convention held in February last, at Toronto, Past President Macpherson, who was appointed secretary of the association, stated that he was working on a new price book for members. The book was to be supplied free to members of the association. That it has met with the approval of the trade is clearly shown in the letters which have been received from members, acknowledging receipt of the price book. The price book has also been responsible for the securing of a large number of new members.

President C. W. Conn, Secretary Macpherson, and other officers of the association, have been working hard since the last convention to create a greater interest on the part of the individual members in the work of the association.

Among the new members of the association are eight or ten members from Western Canada, who joined in order to secure a copy of the price book, and other services which are offered to members of the association.

The Meeting

The minutes of the last meeting were presented in typewritten form, and list of the names of new members were supplied to the committee.

Secretary Macpherson reported that since April 1st, 119 new members had been added. Of the new members 78 are retail hardwaremen and 41 are travelers and clerks. Most of the new retailer members were influenced to join by the issuance of the members' price book. The receipts from new members for fees amounted to $234. The cost of price lists exclusive of postage amounted to $198.80. The treasurer reported that cash on hand amounted to $617.75.

In addition to the lists already supplied with the members' price book, it was deemed advisable to issue lists for the following: Wood screws, pipe fittings, machine bolts, iron pipe, brass goods. It was also decided to purchase 1,000 additional ruled sheets for use in preparing price lists.

It was decided to purchase a machine for printing circulars for distribution to members and thus effect a saving in printing costs. Secretary Macpherson outlined a number of new services to members, which he hoped to introduce at a future date. One of the new features referred to is a freight classification list. It was also decided to send a letter to members of the association asking for suggestion as to how to make the next convention successful, practical and interesting.

Another meeting of the Advisory Committee will be held in January and a meeting of the Executive one day before the opening of the convention.

The Next Convention

A letter was read from Secretary F. M. Tobin, of the Canadian Hardware Manufacturers' Exhibitors' Association, advising that he was trying to get suitable quarters in London, Ont., for the exhibition and convention for 1916. The Advisory Committee of the retailers' association decided that as the best buildings in London were being used by the military authorities for housing and training troops, and also on account of a very strong feeling among members of the retail association that they should next year have a convention similar to

W. F. MACPHERSON,
Secretary O. R. H. & S. D. A.

the one held this year, it would be advisable to recommend that the 1916 convention be held at Toronto on Feb. 22, 23, 24. The matter is being put before the executive of the Ontario Retail Hardware and Stove Dealers' Association and will probably be definitely settled next week.

The Members' Price Book

That the members' price book has been favorably received by the trade can be judged by the many replies which have been received from retailers acknowledging receipt of the price books. Extracts from a few of the letters are here appended:

Tate Hardware Co., Hamilton, Ont.—"The convenience of the folio is worth the price of membership alone, and we believe that a suggestive retail price list would also be effective towards establish-

ing uniform prices, and to encourage the weaker ones to get a profit that would put the hardware business on a more solid paying basis."

Clements & Co., Milton, Ont.—"We are making use of lists; this scheme is a good one and a step in the right direction, and more lists will be much appreciated."

N. Turner & Son, Cornwall, Ont. — "We have received the price lists and are under the impression that they are a good thing."

J. C. Wanless, Chatham, Ont.—"This is a real service to the hardware men of Ontario, and so much has been accomplished that I am sure every hardware man in Canada will be glad to become a member of the association, and receive the benefits derived."

Mills Hardware Co., Hamilton, Ont.—"These forms are well constructed, and are very necessary to place any hardware man in a position to render quicker service to the public. These forms alone are worth the association fee to any hardware man who is not already a member."

F. F. Balsden, Cargill, Ont.—"Folio and price lists received, and am delighted with same. I would not be without this feature for a good many times the membership fee, not speaking about the many other aiding features the Association give us. Wishing you continued success."

John Stewart, Westboro, Ont.—"I acknowledge folio of Price Lists, thank you very much, and am making good use of them."

L. C. Wideman, Charlton, Ont.—"I received price lists and think it is the best idea for price lists I have ever seen, combining economy and convenience, and will be a great time-saver to the retail merchant. The folio of price lists that are given, and that will be issued from time to time alone are worth more than the price of membership."

I. W. Bennett & Son, Gananoque, Ont.—"Received lists issued by you some time ago. We figure they are worth at least ten dollars of any hardware man's money, and are sure that your efforts will bring a large number of new members into our Association."

La Compagnie Martineau, Quebec, Que.—"We have received price lists; they are very useful and well made. It is a great help to the retail trade and we could not do without them once we have begun to use same."

W. D. Stinson, Omemee, Ont.—"I have received lists and am very much pleased with them, and, as soon as the busy season is over, will fill them in and put them in operation."

H. H. Otton & Son, Barrie, Ont.—"It is an excellent help and service to all hardware clerks and saves much time."

A. B. Bottum, Bobcaygeon, Ont.—"We appreciate the Lists very much; would suggest adding the wood screw list when possible."

R. H. Blackmore, St. Thomas, Ont.—"It is a step in the right direction; I think they are fine."

G. A. Binns, Newmarket, Ont.—"My impression is that the Lists received are one of the greatest helps to the hardware man. If he will spend a little time to put them in shape he will be surprised how smoothly things will work, especially along those lines which formerly have been so difficult to have the staff quote uniform prices."

E. W. Chard, Toronto, Ont.—"I think that the Price Lists will be a great help to a large number of hardware men; it will be to me."

H. Occomore, Guelph, Ont.—"I think the Lists are just fine, and, while I will not need all of them, those that I can use will be of great help. Our members should appreciate them very much."

A. M. Oldham, Weston, Ont.—"First class. Complete the binder with all lines possible."

Estate D. Doyle, Hawkesbury, Ont.—"A very useful Price List; I beg to compliment you."

T. M. Nash, Wellington, Ont.—"These Price Lists are fine and should increase the membership of our Association."

Geo. Tate Hardware Co., New Liskeard, Ont.—"How about a general hardware loose-leaf Price List covering all the standard lines? We are sure it would be worth considerable to every merchant."

A. L. Shiells, Kincardine, Ont.—"I am much pleased with the binder and lists that you sent. It is a fine way to have our costs and retail prices looked up so easily."

Morgan Hardware Co., Peterborough, Ont.—"Would it not be practical to have a more durable binder to supply with these lists, even if there were a little extra charge for same?"

C. A. Elliott, Brantford, Ont.—"The

(Continued on page 36.)

A novel and attractive display of Fall and Winter sporting goods arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg. Although the display may be on too elaborate a scale for use by merchants whose window display space is limited, there are many splendid suggestions offered which could be used in arranging displays of hunting equipment, which are very seasonable at present. The background of the display representing a hunting scene is painted on canvas. The layout of the camp, and the position of the hunter taking aim at a moose swimming across the lake increases interest in the display. In the foreground is shown a dog hitched to a toboggan. On the toboggan is a deer. The floor of the window is covered with cotton batting, representing snow. Included in the goods displayed, and accompanied by price tickets are rifles, electric flashlights, hunters' and campers' axes, revolvers, flasks, knives, cartridge belts, snow shoes, toboggans, shoe packs, etc.

Interior view of the hardware store of Gordon and Dubuc, Fort Saskatchewan, Alta.

Attractive Store in Western Town

Exceptionally Well Displayed Stock, of Alberta Hardware Firm, Located in Small Town—How Goods are Displayed—Doing a Large Plumbing and Heating Trade—Agency for Automobiles

DURING the past few months an exceptionally large number of attractive hardware stores, in various parts of Canada have been illustrated and described in Hardware and Metal. Many of the stores featured have been those of merchants who are located in small towns in agricultural districts.

The illustration on this page shows an interior view of another small town store—that of the Gordon & Dubuc Hardware Co., Fort Saskatchewan, Alberta. Fort Saskatchewan is located 18 miles from Edmonton, has a population of about nine hundred, and is surrounded by a wealthy farming community.

P. D. Gordon became a resident of Fort Saskatchewan about twelve years ago, and has been engaged in the hardware business ever since. Five years ago Mr. Gordon and W. A. Dubuc purchased the hardware business owned by A. T. Chambers & Co., and have worked up a large business connection.

The store proper is 100 feet long by 40 feet wide allowing considerable space for display purposes. The store has a full size basement in which light oils are kept in tanks equipped with self-measuring pumps. Other goods such as roofing, glass, nails, etc., are also stocked in the basement.

A gasoline filling station has been placed in front of the store and attracts the attention of autoists. In connection with the hardware business, the firm does a large plumbing and heating business, the shop being placed at the rear of the store and measuring 40 x 50 feet. Several men are employed the year round in this department. Heavy supplies such as plumbing supplies, steam and hot water boilers, furnaces, ranges, heaters, etc., are carried in stock in a warehouse. also at the rear, and measuring 40 x 60 feet. The stock carried at present is about $26,000.

Main Store Interior

A close examination of the accompanying view of the main store interior reveals a modern store in many respects. Practically all the stock is on display and there are no hiding places or dark corners.

To the left on entering, the visitor is impressed by the large and orderly arrangement of various hardware lines which are displayed in the wall cases and roomy shelving which have been provided for storage and display purposes. Guns and ammunition, both big selling lines in Western Canada, occupy a prominent position near the front of the store. Following the display of guns there is a splendid display of mechanics' tools, all in full view. Various lines of shelf hardware occupy the shelving to the rear of the tool department. Paint also occupies a very prominent position towards the rear, on the left side. Portable ladders are used to reach the high shelves. Two silent salesmen near the main entrance are used for displaying table and pocket cutlery, case goods, alarm clocks, plated ware, etc. To the rear of the silent salesmen, a table is used to display household lines including food choppers, etc. A special display stand is used for displaying mounted lock sets.

Near the paint department a display board is used for showing a wide range of paint brushes.

At the rear of the store, may be seen the harvest and garden tool department, where tools of various kinds are neatly and attractively suspended from large wall brackets.

To the right, in entering the store, is located the stove and kitchen utensil department. Almost one whole side of shelving is used for displaying enamelware, tinware, galvanized and aluminum ware, and various lines of kitchen utensils.

Stoves are prominently displayed on the side of the store. The office is elevated at the rear of the store and from this point a view can be secured of all sections of the store interior.

(Continued on page 47.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 16, 1915 No. 42

A BRIGHTER OUTLOOK

EVIDENCE that money from the new crop has begun to circulate is to be found in the fact that last week there was an increase in the bank clearings in Western Canadian cities as well as in the East. In Winnipeg this increase amounted to nearly $4,000,000, and several other Western cities also made good showings. Trade indications point in the same direction. For staple lines there is a marked increase in the demand from country districts, as compared with a year ago, although in the cities there is little change in the conditions. The marked improvement in the demand for staple hardware lines is an indication of this. Manufacturers of stoves and furnaces, also report business better than a year ago. Western retailers are replenishing their low stocks, and manufacturers in that country are buying more freely in view of the brighter outlook.

Last week figures were given out by the Department of Trade and Commerce respecting the trade for August, and they show an increase in practically every division with the exception of that of agricultural products. Mines, fisheries, forest, animal, manufacturers and miscellaneous exports, all show a substantial gain as compared with the figures of the previous year. From comparative figures it is noted that the export of manufacturers is more than double the figures for August, 1914, or those of 1913. Animal products show a total double the exports of 1913, and $1,000,000 in excess of those for August, 1914. The aggregate of merchandise exports is $48,998,484 as against imports of $40,832,822. It is thus quite evident that when our agricultural products begin to find their way across the Atlantic, our trade returns will show continuously increasing balance in Canada's favor.

A statement issued from official sources in Vancouver is to the effect that no less than 30,000,000 feet of lumber is being shipped on vessels especially secured for this purpose, this quantity represents slightly less than the total provincial exports for 1914. The pleasing feature of this business is the large proportion of low-grade lumber marketed. The timber sales in British Columbia recorded during the month of August cover an estimated total of 10,100,857 feet of saw logs, 85,000 lineal feet piles of timber, and 1,234 cords of pulpwood, cordwood, etc.

THE PAINT SITUATION

THE FUTURE of ready-mixed paints is a subject which is being discussed at considerable length by retailers at the present time. It is recognized that present prices are abnormally high, as a result of conditions which have prevailed since the outbreak of the war. During the fall there has been a reluctance on the part of retailers to order more than would meet immediate requirements. Manufacturers and retailers alike are awaiting an announcement regarding the future prices on ready-mixed paints, and it is not unlikely that something definite will be announced before the end of the present month, and that lower prices in ready-mixed paints will go into effect. That the price of paint to-day depends upon the cost of zinc is a statement which requires qualification, but the fact remains that the paint trade is to-day looking to the announcement of the producers of zinc in the United States as to the charges to be made for future supplies before a decision can be reached as to a reduction, or the extent of a reduction, to be made in the quotations on mixed paints. Under these circumstances a little light on the zinc situation is interesting. Prior to the war very little was said or heard about the zinc business. Then came the war, and now all things are changed. The zinc producer finds that he has an indispensable product in war times, and so he has become a factor in world events. Some of the largest smelting concerns have sold their entire output for this year and for several months in 1916 at prices higher than the prevailing figures, and the prevailing figures are beyond comparison with those at the opening of the war.

Before the war the world's production of zinc was 1,100,000 tons, and of this the United States produced 340,000 tons. Outside of Belgium and the United States, the entire world produced only about 25,000 tons. The United States will be unable to increase its production of zinc to 400,000

tons this year, although it will probably do so in 1916. Thus we see where the zinc producer of the United States occupies a very important position today in relation to the manufacture of munitions in America and in the European countries bound to the cause of the Allies. However, the opinion has been expressed that the United States will be able to keep pace in the output of zinc with the production of other raw materials essential for the welfare of the Allies, and if this is the case, the present prices will probably hold or decline. The abnormally high quotations which prevailed for a time during the war-fever demand for metals were obviously the result of manipulation and it is not likely that such a game can be played again.

THE RETAILER'S CONVENTION

IT IS almost certain that the 1916 convention of the Ontario Retail Hardware and Stove Dealers' Association, will be held at Toronto, and that the dates will be Feb. 22-23-24. At this year's convention held in February at Toronto, it was intimated that if the war were over before plans for the 1916 convention were made, the convention would be held at London, Ont., at the same time as the proposed hardware exhibition of the Canadian Hardware Manufacturers' Exhibitors' Association. Difficulty has been experienced in securing a building large enough to hold the mammoth hardware exhibit, owing to the fact that the military authorities are using the armouries and other large buildings for training and housing troops. The coming convention should be the most successful in the history of the association. President Conn, Secretary Macpherson, and other officers of the association, have accomplished a great deal since the last convention; both in securing new members and in creating a greater interest in the association on the part of individual members. The result has been that since February, 78 retailers and 41 travelers and clerks have been added to the membership. Many of the new members have joined as a result of the campaign carried on some time ago, in which the association services to members, and the new association price book, were offered as extra inducements.

EXPORT TRADE

IN THIS week's bulletin, issued by the Department of Trade and Commerce, the acting Trade Commissioner at Leeds, Eng., states that interviews with local merchants engaged in the iron and steel trade clearly indicate their desire to obtain, if possible, supplies of iron and steel goods from Canada. The stoppage of imports from European sources brought about by the war and the fact that the production in the United Kingdom is, to a large extent, being diverted to military purposes, has curtailed the supply for commercial use. Merchants hesitate to rely on United States firms owing, it is asserted, to the constant difficulties which arise in regard to deliveries when once an order has been placed. It is further intimated that if Canadian makers of such lines as steel wire rods, steel billets, copper or brass rods are able to land these goods at United Kingdom ports at prices which would compete with other sources, a unique opportunity now awaits them. With the approach of the season, the attention of Canadian oil-cake manufacturers may again be drawn to the prospects of trade with this market. So far this year, the United Kingdom has imported 257,672 tons of cotton seed, linseed, rape-seed, and miscellaneous oil-cake, and of this amount linseed cake was responsible for 42,339 tons. Last season, Canadian linseed cake was frequently quoted in market reports, and it is interesting to state that the annual imports from Canada during recent years have averaged 12,345 tons.

PORT OF MONTREAL

IN AN address before the New York State Waterways Association Convention held at Syracuse, N.Y., last week, Frank S. Ellsworth, secretary of the association, speaking on the subject, "The Commerce of New York," quoted figures to impress the businessmen of New York with the fact that New York as a port, in rate of progress, has been losing commercial supremacy. Canadian businessmen will be particularly interested in the reference made to the rapid expansion of the port of Montreal. The speaker contrasted the steady increase in the volume of grain tonnage handled through the port of Montreal since 1901, amounting to 68,897,394 bushels in 1914 over 1901, which was an increase of about 2,000,000 bushels in excess of the decrease shown in the grain tonnage of United States ports from 1907 to 1914, although the port of New York showed an increase of 22,481,119 bushels for the fourteen-year period. These conditions reflecting a decrease in the volume of grain tonnage handled at such ports as Boston, Baltimore and Philadelphia aggregating over 75,000,000 bushels from 1901 to 1914, Mr. Ellsworth said, should direct attention to the importance of emulating Canada's avowed policy to "conduct Canadian commerce through Canadian channels. There is a quiet struggle in progress, he continued, between Canada's principal ports and American Atlantic ports for commercial supremacy. This fight, Mr. Ellsworth declared, has been going on apparently without notice for a number of years, and one of the principal "preliminary engagements" was that successfully conducted by the New York Produce Exchange in 1910 and 1911 against the "practically prohibitive railroad rates on ex-lake export grain at and east of Buffalo." The contest, however, said the speaker, is no affair of a day, a month or a year, but is endless and calls for the most earnest thought, strategic ability and resourcefulness of the business men in the United States.

WAR ORDERS CONTINUED

(Continued from page 30.)

Field forges.

Miscellaneous tools.

The tools referred to embrace many varieties such as chisels, screw-drivers, vises, brass drifts, drills, shears, augers, hand hammers, punch-cutters, farriers tools, etc., etc.

The field forges have proven very acceptable to judge by the business which has been done and there are strong indications that the Canadian type supplied has met with favor.

The cement sacks referred to numbered about 8,000,000 and were secured from the Canada Cement Company.

Unfruitful Negotiations

While negotiations started from this side of the Atlantic have resulted in considerable business there have been a great number of articles which have been brought to the attention of the British authorities which have not yet figured in the orders placed. However, this information will be on file and should the need arise Canada should figure in the business developing. Mr. Fitzgerald states that there is on this list some forty items including tinned fowl, woolen manufacturers, etc., etc. It is the desire of the purchasing agent to get into touch with every manufacturer who may think that he is capable of turning out useful war supplies of any kind and he will at once place his proposition before the officials of the War Department.

How Orders Are Placed

In connection with the placing of orders, Mr. Fitzgerald explains that in practically every case there is a sealed sample submitted with the requisition but that it is not always possible to exactly duplicate it. He usually calls for samples and if it is found that similar products cannot be secured he submits what he considers to be a good substitute and if this is satisfactory orders are accordingly placed. In other cases business has been developed as the result of the initiative being taken on this side and then it is not a case of trying to duplicate a sample but of sending something that will be favorably passed upon.

PLANNING FOR RETAILERS' CONVENTION

(Continued from page 32.)

Price List is a move in the right direction and fills a long felt want."

W. C. Johnson, Fort Frances, Ont.—"While the Price Lists are not altogether suited for our trade, we will be able to use most of them to our best advantage. Kindly send more letter forms 1 and 2, same as we received from you before."

R. H. Bradfield & Co., Morrisburg, Ont.—"These lists we find very convenient for checking up invoices; every hardware merchant should have them, they will save him money. Thanks to you."

Sylvester Bros., Stouffville, Ont.—"We appreciate the lists very much; wishing you every success."

Eugene A. Lapierre, Buckingham, Que.—"Lists received are very highly appreciated and will be a great help in retailing the different lines mentioned."

Frank R. Jackson, Toronto, Ont.—"We feel that the lists you are supplying fill a long-felt want, particularly for the small, busy hardware man, who finds it hard to keep and make lists for himself without outside help. Your Association, in publishing these lists, is showing a business-like co-operation that should deserve the hearty appreciation of all its members."

Brocklebanks, Ltd., Arthur, Ont.—"This work is one of the best the O. R. H. and S. D. A. have done. Will look forward to the receipt of other lists."

John Caslor, Toronto, Ont.—"The Price Lists should bring in some members; they are very handy; ought to pay for themselves."

C. Caswell, Straffordville, Ont.—"Lists received, am sure they will be very useful."

Brownlee & Atkinson, Unionville, Ont.—"This is a splendid book."

Merrill & Hubbard, Barrie, Ont.—"No one can say the O. R. H. and S. D. A. have not accomplished anything. We are putting the lists in use at once, and hope to receive the others as they are prepared. Accept our thanks for same."

J. Henry & Son, Orono, Ont.—"They are certainly going to be a great help to us; wishing you and the Association every success."

St. Mary's Hardware, St. Mary's, Ont.—"First class; will be able to use them every day."

Young & Cross, Hanover, Ont.—"We thank you for Price Lists and folder."

Frank Dafoe, Madoc, Ont.—"Note you are preparing other Lists and trust in time you will get out lists for practically everything that is not easily marked. After looking over lists received, I hardly think more than the above suggestion is necessary, unless it would be that I consider the lists worthy of a better binding."

Hermiston & Comrie, Cornwall, Ont.—"They are very good, and worth price of membership fee."

F. C. Bishop, Horwich, Ont.—"We received Price Lists and are very much pleased with the same."

Campbell's Bay Hardware Co., Campbell's Bay, Ont.—"Price Lists have been of some asistance, but we find your Collection Letters to be of much more moment. We have received good results from a fair trial of Nos. 1 and 2 letters."

Hodson Hardware Co., Maple Creek, Sask.—"We received Price Lists and forms in connection with your Association and might say that we find them very valuable to any retail dealer, and it seems to us that your members get a lot for three dollars."

Fowler & Winsor, Sudbury, Ont.—These forms reflect great credit on the parties forming same, and think that they could not be more complete."

McNab Bros., Orillia, Ont.—"These lists look pretty complete and certainly will be a great convenience to the retail merchant and well worth the price of the Association fee, if nothing else."

F. S. Hendershot, Mount Forest, Ont.—"Price Lists were duly received, and I feel they are going to be a great help, although I will be better able to speak of them a little later. If we had something similar in pipe fittings, I would like it."

Wright's Hardware, Hamilton, Ont.—"You are to be congratulated on being able to place in the hands of the members of our Association so complete and satisfactory a list. We feel that our membership fee has been returned to us two-fold."

R. A. Wells, Dresden, Ont.—"I am well pleased with the Price Lists I received. They are good for all hardware men and will greatly assist in helping to maintain one retail price."

Bernhardt & Spalding, Preston, Ont.—"Price Lists received; we have put same into use and find them very satisfactory. If the same could be extended to cover all ordinary tin-shop fittings, and especially steam and plumbing fittings, it would be a big help to the majority of us."

FORMIDABLE AXES

Modern Soldiers Use Implements Akin to Those of Crusaders

In connection with the orders for axes which have been placed in Canada for the British War Office it is stated that a great proportion of them have been of a hammer-headed type. These are indeed formidable looking implements, and are somewhat similar in design to the battle axes of the Crusaders. However, they are not useful for the same purpose in the days of modern warfare and are being used by the troops in France for the destruction of barbed wire entanglements and other obstructions. The head rises above the handle centre with the blade below, but it is broad and very thick as compared with the usual hammer-headed hatchet and is evidently intended to add weight to the swing. The axes secured in Canada were from Canadian makers in practically all of the Eastern Provinces.

Sheet Metal Workers Course

Article No. 54. By Charles Sievers

IN this article is shown how the patterns for a round to oblong offset are developed. There are several methods, more or less complicated, but the student will find this method very simple, and with fewer useless details to trouble him.

First of all, the elevation must be drawn to exact size, as shown in Fig. 1, and the usual method followed out for developing the large round piece and small oblong piece as is followed when developing the regular elbow patterns.

Possibly, however, some of our readers would be interested in having full and complete instructions. Therefore, the next step to follow will be to draw the two lines A, B, C, D, E, F, which are part of the elevation, from these lines drop other lines at right angles with which to draw the two plans.

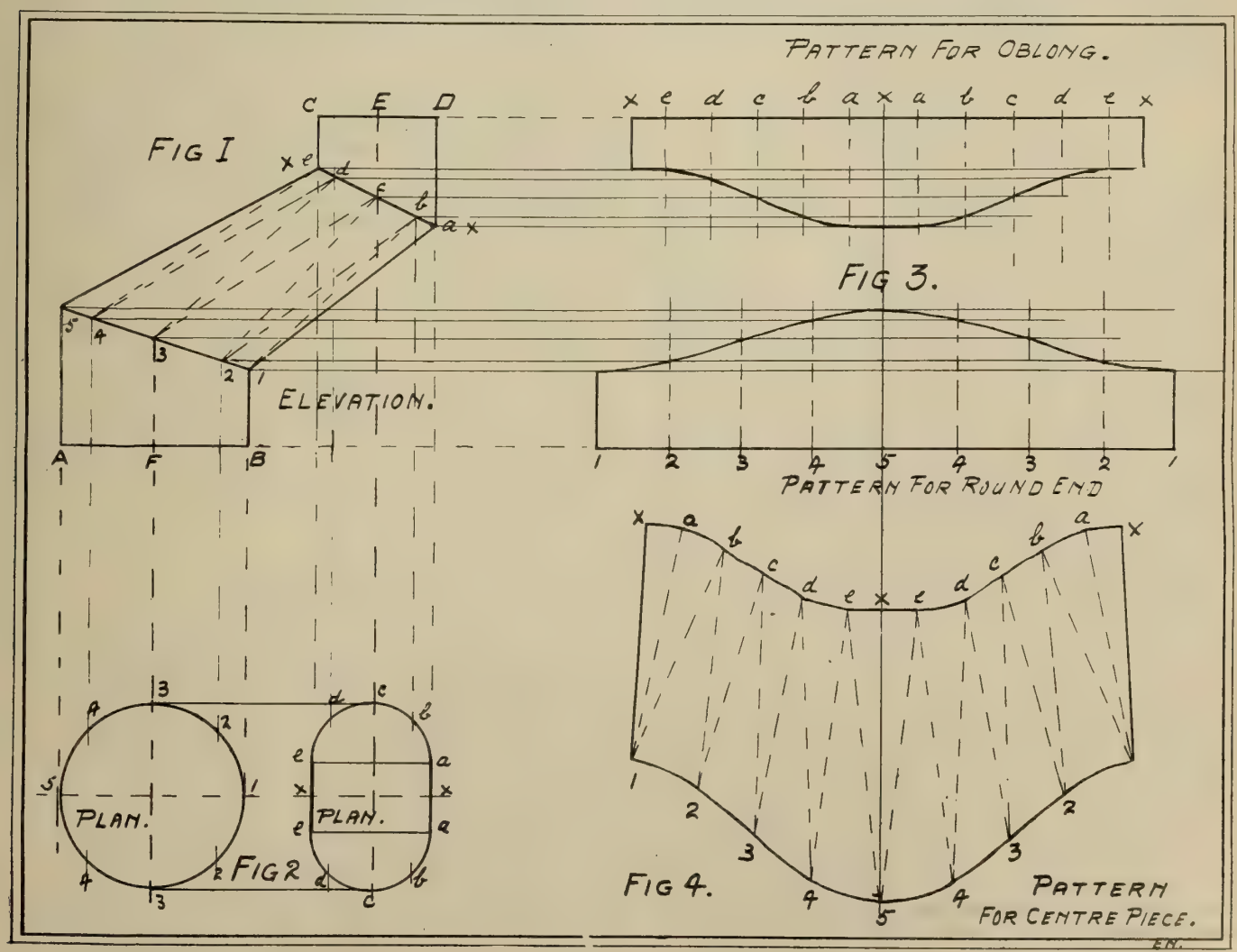
It would be complicating matters to attempt to draw plan of centre piece, and as it is really not necessary we will proceed with the patterns.

Divide the plans (Fig. 2) off as shown at 1, 2, 3, 4, 5 for the round large end and a, b, c, d, e and x in oblong plan. It will be seen in the latter plan that between e, x, e and a, x, a are two straight portions, the rest of the plan is two true half circles.

From x, a, b, c, d, e and 1, 2, 3, 4, 5 must be drawn a number of straight lines parallel to each other as shown from the mitre lines in Fig. 2 to Fig. 3, and extend the solid lines C, E, D and A, F, B, the two latter lines being base lines for patterns of oblong top and round bottom pieces.

Now transfer the various measurements which are shown and marked off in the two plans Fig. 2, beginning at X in the centre of Fig. 3, and working to each

(Continued on page 47.)



What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Go Slow—Trade and the War in Australia —A Chance for Efficiency

GO SLOW

From New York Commercial.

RUMOR whispers that the Chicago packers whose cargoes of meat were seized and condemned by a British prize court do not wish the Federal Administration to make too strong a protest to the British government. They fear that the British government may withdraw its patronage and leave them worse off than ever. They have invested large sums in Argentina packing houses and they have already been taught that they depend absolutely for transportation on British shipping and that the British government can by a single word leave their meat on their hands five thousand miles away from their market. Too much "bluffing" and too many changes in position have weakened our case in regard to these meat shipments and our Department of State evidently believes that the grounds of complaint are not sure. Some American exporters have been tricky, as witness rubber in cotton bales and ingots of copper in flour barrels; and they have furnished the Allies with all sorts of excuses for holding up shipments from the United States. As in the rubber cases, a few sharp practitioners have seriously injured the interests of the whole country and have tied the hands of our President and his Secretary of State.

A CHANCE FOR EFFICIENCY

From New York Journal of Commerce.

THERE has been a good deal of illumination of late on the value of efficiency, of which a vivid exhibition has been before the world for some time and a special opportunity is now presented for the United States. At a meeting of the New York section of the American Chemical Society the other evening the president of a chemical manufacturing company predicted that when the European war was over there would be an extensive demand for benzol as a substitute for gasolene. The demand for war purposes has resulted in a large increase in its production in this country. Steel works which never before took the trouble to recover it from by-products are now disposing of large quantities at high prices. The stimulus has no doubt come from the high prices caused by the exceptional demand, but this speaker expressed the belief that the increased production will continue, and at normal prices benzol will be used largely for the manufacture of other products which will develop with it, so that the "German domination" in this product will be "a thing of the past."

Another speaker at the same meeting, who is engaged in the manufacture of paints, varnishes, colors and enamels, told of the rise that had taken place in the barium industry since the outbreak of the war in Europe. When the supply of this material from Germany was interrupted it was discovered that the mineral from which barium is derived could be obtained in liberal quantity from certain lands in Tennessee. Speedily works were established which have been engaged night and day for months in supplying the material for the color works. A very hopeful view was taken of the possibilities of development, but —the speaker is quoted as saying—"owing to the economic differences between Europe and America" it was imperative that tariff protection be given the new domestic barium industry, "as well as an adequate anti-dumping law." Now why this everlasting plea for "protection"? Capital and labor and science and skill are no longer infants in this country, and, while competition in the industry is in abeyance, why not show what efficiency will do in the new field? It is to that that Germany owes every superiority she has attained in industrial activities and not to protection. Economic differences are mainly what people make them. Pleading the baby act for industries is getting tiresome.

TRADE AND THE WAR IN AUSTRALIA

From Australasian Hardware and Machinery.

ELSEWHERE in this issue we deal with the effects of the Great War upon trade and industry throughout Australia and New Zealand. The general position as revealed by the statisticians of the two countries is checked and illustrated by information from men handling hardware and machinery in different parts.

After 12 months of strife, what is the position here? To what extent has this greatest war in human history affected the commercial life of these distant but participating countries? So far as Australia is concerned, it is not easy to answer that question, for in addition to the struggle abroad the country has had to face a severe drought at home, and a due apportionment of the results is quite impossible. But this much is clear, that business goes on with remarkably little difference. The volume is considerably reduced, but so far there has been little in the way of makeshift or deprivation. Many imported articles are difficult to obtain, and cost a good deal more. Metals and other heavy lines are a matter of 50 per cent. higher, and shelf goods 15 to 20 per cent. higher in price. Transport is less reliable and more expensive. The goods hitherto imported from Germany and Austria-Hungary are being obtained from different quarters, most of them from British countries, including Australia and New Zealand themselves, some from allied countries like France and Japan, and some from neutral countries like the United States and Scandinavia.

COBALT PLATING

From Saturday Evening Post.

NEW colors for cloth which may catch the fancy of fashion and make fortunes for the discoverers are constantly sought by the chemists, and to some extent new metal finishes are sought for somewhat similar purposes. A new metal finish of this kind is cobalt plating, as a variation from silver and nickel-plating. The cobalt plate polishes white with an attractive blue tinge.

Plating with cobalt has been considered very difficult, but recently some Canadian chemists, who have undertaken to develop new uses for this metal, worked out some practical methods of operation and found the scheme to be economical as well. Their formula they have made public, and already cobalt plating is being tried out by various manufacturers on automobile parts and hardware.

THE JUNIOR CLERK'S PAGE

Business Based on Reputation

By Dr. Orison Swett Marden

A LARGE part of the business of the world is based on reputation. Bankers make loans, or refuse them; jobbers give credit or refuse it, largely on a man's reputation. Is he reliable? Can you depend on his word? Will he do as he agrees? These are vital questions on which credit is based.

A well-known bank president says: "Millions of dollars are loaned on character, for there are men of such high standing, though not rich in this world's goods, that they will not borrow more than they can repay."

Another banker says he would rather lend money to the honest poor man, than to the rich knave who could give substantial security.

I know two young business men who have very little property, but who have a credit of a quarter of a million dollars because their bankers believe in them. They bank upon their character and their ability to succeed more than upon the assets in sight. Their known honesty and their reputation as hustlers, indefatigable workers, is worth more to them as capital than many thousands of dollars in cash.

"It is the judgment of your contemporaries that is most important to you," says Charles W. Eliot, ex-president of Harvard University. "It is made up in part by persons to whom you have never spoken, by persons who in your view do not know you, and who get only a general impression of you; but always it is contemporaries whose judgment is formidable and unavoidable."

During the Civil War in America, when General Lee was consulting one of his officers as to a certain movement of his army, a farmer's boy overheard the general remark that he had decided to march on Gettysburg instead of Harrisburg. The quick-witted boy at once telegraphed the fact to Governor Curtin. "I would give my right hand," said the Governor, "to know if this boy tells the truth." A corporal replied, "Governor, I know that boy. It is imposible for him to lie. There is not a drop of false blood in his veins." In fifteen minutes the Union troops were marching toward Gettysburg. The world knows the result.

There is nothing like a clean record, the reputation of being square, absolutely reliable, to help a young man along. There is nothing comparable to truth as a man builder. Nothing else will do more toward your real advancement than the resolve in starting out on your career to make your word stand for something, your signature to mean something, to always tell the truth, whether it is to your material interest or not. Truth and honesty make an impregnable foundation for a noble character.

Running through a list of genuinely great characters at random, we always find there is a strong backbone of purpose in them. We sense the temper of their manhood, the stamina of their character. We sense the great moral force in them, regardless of ther vocations, something which they consider more sacred than money making, business considerations, or even life itself. When talking with them you feel they cannot be bought, they are not for sale. You know well that it would be useless to try to bribe them or to influence them, for they stand on the bedrock of principle, immovable as the Rock of Gibraltar. Such characters are the salt of civilization.

Some of the world's noblest characters have sacrificed their all for principle, and for its sake many have cheerfully gone to the stake and to the gallows.

Things are so planned in the moral universe that in order to get very far, or to accomplish very much in this world, a man has to be honest. The whole structure of natural law is pledged to defeat the lie, the deceit, the sham. Ultimately only the right can succeed, only truth can triumph. The whole lesson of life goes to show that no amount of smartness, of brilliancy, of scheming, or long-headed cunning, can take the place of downright honesty, or be a substitute for personal integrity.

When Marshall Field was burned out in the great Chicago fire, while his store with all he possessed lay in ashes, Eastern financiers telegraphed him to draw on them for what he wanted. The fire which destroyed Chicago could not burn up the reliability that stamped his character. His name was a synonym of honesty.

When young Field, a poor farmer boy, began to build up what ultimately became one of the greatest merchandise concerns in the world, he had no other capital than honesty. With this he started to do business in a perfectly legitimate way, without any chicanery, without cunning or deceit, without misrepresentation or falsehood of any sort. He declined to have anything to do with questionable trade methods, or illegitimate "get-rich-quick" schemes. His ambition was to sell goods for the smallest possible profits, to cover up nothing, to hide nothing. No one in his employ was permitted to misrepresent or cover up anything. A clerk who misled a customer for the sake of making a sale was discharged, no matter how advantageous for the time being that particular sale might have been for the house. He knew that, despite the profit made out of the transaction, a deceived or dissatisfied customer would be a perpetual enemy to his house, and might be a great injury to his business.

This was why customers flocked to buy at Marshall Field's store. They knew they would get a "square deal." They knew that if there were anything wrong, if anything had been misrepresented by clerks, if for any reason they were dissatisfied with their purchases, the house would make it right, for that was the Marshall Field policy.

There is something about honesty of purpose, truthfulness and sincerity in our friendships, in our lives, in our vocations, in our dealings with others, that compensates for deficiencies or lacks in other directions. Even though we have but one talent and fill a very humble station in life, integrity of character helps us upward, because it gives mental stability and public confidence; without these, success in any direction is impossible.

There are multitudes of people in the world who have no bad habits and yet they do not amount to anything. They are flat, insipid, flavorless, people; they carry no weight. They are too negative to make any impression on their community.

Men who amount to anything in the world, who stand out distinctively, must have force of character, a strong positive individuality. This can only be gained by persistent, vigorous doing of the right,

(Continued on page 41.)

EVENTS IN THE TRADE

Hardwareman Married

Swift Current, Sask.—J. H. Gray, hardware merchant of Viceroy, Sask., was married recently to Miss Janet Annie Woods, of Milestone, Sask.

New Hardware Firm

Renfrew, Ont.—The hardware business carried on until recently by W. A. Moore has been sold. Messrs. Harry Totten and Adam Lindsay are the new proprietors.

To Make Scythes

The James Smart Mfg. Co., Brockville, Ont., has purchased the right to manufacture and sell in Canada Bartlett All Steel Scythes. The scythes are made in a variety of styles and sizes.

To Build Magazine

Fredericton, N.B.—Messrs. R. Chestnut & Sons have applied to the city council of this place for authority to erect a building, to be used as a magazine for explosives.

Lead Mines Reopen

Kingston, Ont.—The properties of the North American Smelting Company, which consist of lead mines near Kingston, have been sold, and it is understood that the mines will shortly be opened up again, after a suspension of work for about two years.

Business Change

Southampton, Ont. — After twenty years in the retail hardware business at this place, W. H. Johns has disposed of his interest to Messrs. Trelford Bros.

N. Y. Trelford was associated with Mr. Johns for a number of years in connection with the hardware business.

Join the Colors

A number of the members of the staff of Beatty Bros., Fergus, Ont., are serving the Empire at the front. Two more have joined recently, W. Ayerst and A. Sullivan have enlisted with the 71st Battalion. Word has been received that Bob McNally, who previous to enlisting had traveled for Beatty Bros. in the Maritime Provinces, is in the hospital at Shorncliffe.

Leased New Store

Sydney, N.S.—Bent & Cohoon, of North Sydney, whose large store was burned about two years ago, have leased a new stand on Commercial street, and are opening out a full line of general hardware. Mr. Cohoon, the manager, has been in the hardware business for thirty years, the firm commencing in New Glasgow in 1885. Subsequently they opened a branch in North Sydney in 1899, which they successfully operated till their unfortunate fire two years ago. Mr .Cohoon has been a reader of Hardware and Metal ever since it was first published.

Obituary

Renfrew, Ont.—The death occurred here recently of J. E. H. Barnet of the Barnet Mfg. Co., manufacturers of refrigerators, etc.

Hardware Burglarized

Guelph, Ont.—The Blue Hardware Store was recently visited by burglars. Cutlery seems to be the line most sought, as the stock of razors (about 78) was entirely cleaned out. A number of knives and revolvers were also taken, as well as $10 in cash.

Dominion Incorporations

Roelofson Machine and Tool Company, capitalized at $50,000, incorporated to deal and act as brokers of machinery and other products; head office, Toronto, Ont.

Canadian Tygard Engine Co., capitalized at $3,000,000, head office Toronto, Ont., to manufacture engines, motors, machinery and hardware specialties.

Universal Appliance Manufacturing Company, capitalized at $150,000, incorporated to manufacture automobiles, motor cycles, etc.; head office at Toronto, Ont.

Personal

George Henderson, president and general manager of Brandram-Henderson Co., was in Toronto during the week on business.

C. W. Conn, Tillsonburg, Ont.; H. Occomore, Guelph, Ont.; W. F. Macpherson, Prescott, Ont., were in Toronto this week attending a meeting of the Advis ory Committee of the Ontario Retail Hardware & Stove Dealers' Association

Douglas Carter, son of H. J. Carter, of Carter Bros., Picton, has joined the travelling staff of Lewis Bros, Montreal. Mr. Carter, although a young man, has had many years' experience in the retail hardware trade. Mr. Carter will work Eastern Ontario between Kingston and Whitby.

Death of Charles Stewart

Hamilton, Ont.—The death occurred here recently of Charles Stewart, vice-president of the Burrow, Stewart & Milne Co., stove and scale manufacturers. Mr. Stewart was only ill for a brief period, and held the office of vice-president until his death. The late Charles Stewart was born in Paterson, N.J., on October 14, 1837, and moved with his parents to Hamilton about the year 1843. He served his apprenticeship as an iron moulder with the old firm of Fisher & McQueston, whose foundry was on the present site of the Sawyer-Massey Co. After working at his trade in various places in Canada and the United States he returned to Hamilton, and, in the year 1864, entered into partnership with John Milne and the late William Burrow, and, under the firm name of Burrow, Stewart & Milne, began business in small premises on Caroline Street, near York Street.

The three partners were all practical iron moulders, and began as manufacturers of grey iron castings, and put in a plant for the making of malleable castings, to which part of the business the late Mr. Stewart gave special attention. After thirty-four years, that is in the year 1898, when the business had greatly expanded, the present joint stock company, the Burrow, Stewart & Milne Co., was incorporated.

Mr. Stewart was of a quiet and retiring nature and took no active part in politics or public affairs, devoting his attention to his business and his family. He will be greatly missed by large circle of friends, who appreciated his sterling character and his kind and genial disposition. Mrs. Stewart predeceased him in 1904. He leaves two sons, John W. and Russell, both connected with the Burrow, Stewart & Milne Co., and three daughters.

The Union Twist Drill Co., Rock Island, Que., has let contract to Loomes & Dakin, Sherbrooke, for the erection of an addition to its plant at this place.

Lieut.-Col. Frederic Nicholls has been appointed acting president of the Dominion Steel Corporation on account of the continued indisposition of the president, T. H. Plummer.

Hardware Letter Box

Coal Chutes

McKinley & Northwood, Ottawa:—Kindly give names of makers of coal chutes.

Coal chutes are made by Manitoba Bridge & Iron Works, Winnipeg, Man.; Galt Stove & Furnace Co., Galt, Ont.; Steel Trough & Machine Co., Tweed, Ont.—Editor.

Ferrules

R. Dillon & Son, Oshawa, Ont.—Kindly let us know who manufactures iron or steel ferrules in Canada.

Ferrules are made by H. Mueller Mfg. Co., Sarnia; Welland Vale Mfg. Co. St. Catharines; Canada Axe & Harvest Tool Mfg. Co., Montreal; W. H. Banfield & Sons, Toronto.—Editor.

Bells

A. M. Bell & Co., Halifax, N.S.—Kindly give addresses of makers of bells such as are used on fire engines.

Fire department and ship bells are made by Jas. Morrison Brass Mfg. Co., Toronto; Lumen Bearing Co., Toronto; L. H. Piper & Co., Montreal; C. O. Clark & Bro., Montreal; Wilson & Cousins, Toronto.—Editor.

Steel Coal Chutes

Alf. Outram, Port Hope, Ont.—Kindly advise who makes steel coal chutes to take the place of a cellar window.

Coal chutes are made by Galt Stove & Furnace Co., Galt, Ont.—Editor.

Mallet Locks

Fraser Hardware Co., Galt, Ont. — Kindly advise name of maker, and representative of firm making lock marked "Mallett."

Josiah Parkes & Sons, Union Works, Willenhall, England, manufacture locks marked "Mallet." Thos. W. Kirby, Yonge St. Arcade, Toronto, represents the manufacturer and can secure repairs, etc.—Editor.

Kitchen Chef Range

E. Boucher, Saint Hyacinthe, Que.—Please give name of maker of "Kitchen Chef" range.

The "Kitchen Chef" range is made by the Record Foundry & Machine Co., Moncton, N.B.—Editor.

Angle Lamps

Frank A. Child, Cochrane, Ont.—Please let me know who sells angle lamps in Canada.

Angle lamps are carried in stock and sold to the trade by E. Boucher, St. Hyacinthe, Que.—Editor.

Water Meters

J. S. Demers, Thetford Mines, Que.—Kindly supply names of firms making water meters.

The following firms manufacture water meters:—Aldberger Pump & Condenser Co., 140 Cedar street, New York, N.Y.; Builders' Iron Foundry Co., Providence, R.I.; Canadian General Electric Co., Toronto; Elliott Co., 6908 Susquehanna St., Pittsburg, Pa.; Hamson Safety Boiler Works, Philadelphia, Pa.; Happes Mfg. Co., Springfield, Ohio; Liberty Mfg. Co., Pittsburgh, Pa.; Neptune Meter Co., 90 West street, New York, N.Y.; Buffalo Meter Co., 290 Terrace, Buffalo, N.Y.—Editor.

Hickory Handles

Subscriber, Calgary, Alta (name on request).—Kindly give names of manufacturers of hickory handles for axes, picks, hammers, etc.

Handles are made by J. H. Still Manufacturing Co., St. Thomas, Ont; Lachute Schuttle Co., Lachute Mills, Que.; Canadian Handle Mfg. Co., London, Ont.; St. Mary's Wood Specialty Co., St. Mary's, Ont.; E. B. Salyerds, Preston, Ont.—Ed.

Cattle Sprayers

R. T. Holman, Summerside, P. E. I.—Kindly give names of makers of sprayers for spraying cattle.

The following firms manufacture sprayers: E. T. Wright & Co., Hamilton, Ont.; Collins Mfg. Co., Toronto, Ont.; Sheet Metal Products Co., Toronto; Eureka Planter Co., Woodstock, Ont.; Thos. Davidson Mfg. Co., Montreal; Spramotor Co., London, Ont.; Cavers Bros., Galt, Ont.—Editor.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1096. **Ironmongers' supplies.**—A British firm will consider quotations delivered Birmingham on washboards, rope, twine, nuts and bolts, screws and wire nails.

1098. **Nuts and bolts.**—A Birmingham firm asks for quotations on the following specifications of tire and sleigh bolts and nuts, packed in parcels or cartons of 100, and delivered Liverpool:—

Sleigh bolts and nuts.—1¼, 1½, 1¾, 2, 2¼ in. x ¼ in.; 2½, 2¾, 3, 3¾, 3½, 4 inch x ⅜ inch. 6 m/m x 60 m/m, 6 m/m x 50 m/m—1½, 2, 2¼, 2½ x 5-16. All black.

Tire bolts and nuts.—2½ x 5-16, 2¾ x 5-16, 3½ x 5-16, 3¾ x 5-16, 4 x 5-16, 4½ x 5-16. All black.

1099. **Tools, etc.**—A British firm is open to buy the following: Mechanics' hand tools, pliers, grips, ropes, twines, wire nails, wire fencing and leather belting. Prices should include delivery Liverpool or Birmingham.

1100. **Fencing wire.**—A firm in Birmingham inquires for the following fencing wire, price to include delivery to Buenos Aires: Best drawn round galvanized steel fencing wire, in rolls of 40 kilos, assorted to—9 gauge x 480 metres; 10 gauge x 610 metres; 11 gauge x 743 metres; 12 gauge x 930 metres. In close bundles, without canvas, each bundle to contain one continuous piece of wire. The breaking strain of the wire should be 35 tons square inch. Small sample must be submitted.

1101. **Aluminium.**—An English firm inquires for 30 to 50 tons of aluminium sheets, 7 feet x 18 inches x 30/32 gauge. Prices should include delivery Liverpool or Bristol.

1107. **Barbed and other wire.**—A London firm asks for the addresses of Canadian manufacturers of barbed and other wire.

Hardware and Metal has received a letter from a manufacturers' agent at Brisbane, Queensland, who invites correspondence from Canadian manufacturers desiring representation in Queensland, Australia.

A manufacturers' agent leaving for England would like to represent Canadian hardware manufacturing firms.

BUSINESS BASED ON REPUTATION

(Continued from page 39.)

not merely by refraining from doing the wrong. It is the positive virtues, the vigorous resisting of temptation, the doing of things, the standing up for principle in spite of opposition, that makes force of character. Positive, not negative righteousness is what counts. A negative character may be virtuous, but he can not be strong.

It is of the greatest importance that a man who has no capital excepting what is inside of him should early establish a reputation for having certain winning qualities. Until he has done this, no matter how brilliant he may be, he is at a certain disadvantage. When he has shown that he is honest, reliable, that he has principles and proposes to live up to them; when he has shown that he has courage, grit, pluck and that he is not afraid to fight for truth and justice; when he has proved that he thinks more of always being found on the right side of any question than on the winning side, he will get people's confidence and admiration.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

COMBINATION JACK

The Rub On Mfg. Co., Brayton Street, Buffalo, N.Y., offers to the trade the new combination jack, auto turn jack, and towing truck, here illustrated.

The makers claim that the combination jack is the biggest time-saver and

The Combination Jack

the most convenient article in the garage, also that the cost is not as great as that of a turn-table; yet the combination jack will turn cars more easily and quickly than a turn-table. It is said that this jack is adapted to moving cars anywhere about the garage, no matter how cramped the space. It is also claimed that the heaviest car can be easily and quickly handled by one man by the use of combination jack. It is also convertible, and can be used as a towing truck, three minutes being the length of time required to change, when needed to tow in a disabled car. One upward movement of the small hand lever raises the lifting post up against any height of axle. In turning the car, it is claimed that the "Jack" handle will pass under the raised wheel clear back to the running board if desired.

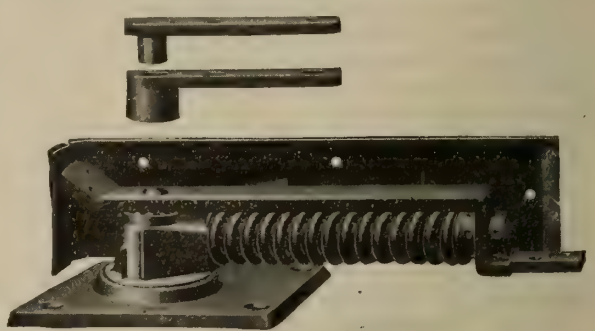
The makers state that it is almost impossible to get out of order. The castings are made of refined malleable and are fully guaranteed. Further details can be secured from the makers.

THE "LAZCO" ENGINE TROUBLE DETECTOR

The Lazarus Mfg. Co., 746 Euclid Avenue, Cleveland, Ohio, is offering to the trade the new "Lazco" engine trouble detector. It is claimed that this device will immediately determine and notify the driver of a car of the location and nature of any irregularities of his engine. Misfiring cylinders, carbonized or broken spark plugs, lack of compression, broken or loose wire connections, knocking in cylinder, magneto troubles, etc., are claimed to be automatically determined by investigating with this attachment without leaving the seat or raising the hood. The dial of the "Lazco" engine trouble detector is attractively made up in a nickel-plated case, which is quickly attached to the dash of an automobile, and through a single hole in the dash the numbered terminal wires are connected to the various cylinders.

This attachment can be furnished for four, six, eight, or twelve-cylinder automobiles. Its compact construction, it is said, does not detract from the appearance of the dashboard.

The makers claim that this device will effect the saving of many dollars in repair bills to the auto owner, and also a great saving in time devoted to engine repair by the driver who makes his own repairs. In the case of misfiring cylinders, the most experienced mechanic has to use a system of elimination to locate the trouble, and very often results in the car being laid up when it is perhaps needed the most. It is said that with a "Lazco" detector, these troubles may be quickly determined from the driving seat, investigating each cylinder in turn by means of the adjustment lever on the Lazco dial. Further details can be had from the makers.

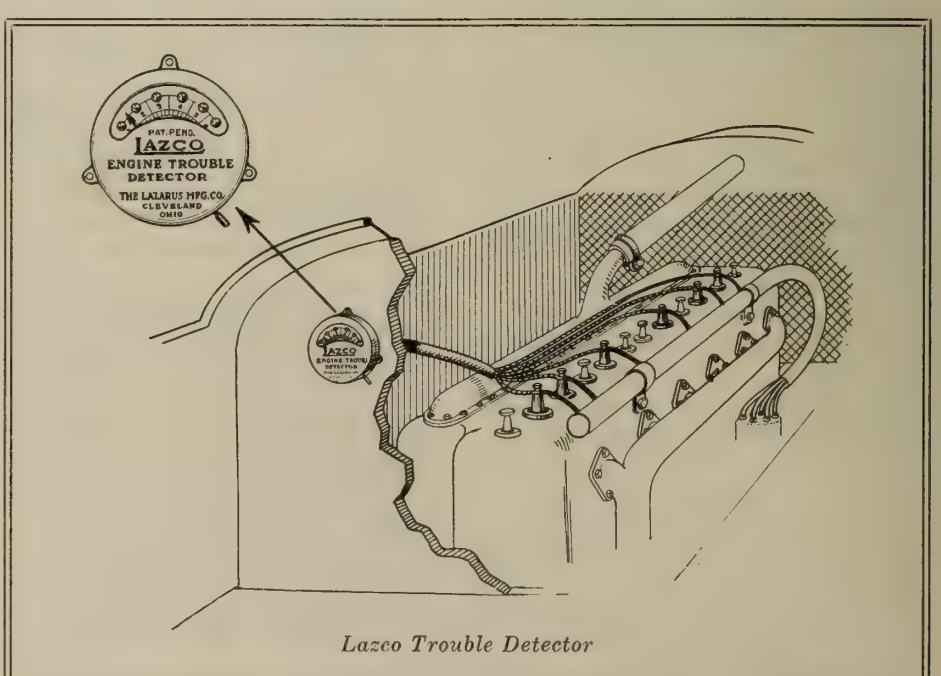


Richards-Wilcox 615 Spring Hinge

NO. 615 SPRING HINGE

Richards-Wilcox Canadian Company, London, Ont., offers the trade a new product in the No. 615 R-W surface floor spring hinge for doors 1¼ in. to 1¾ in.

(Continued on page 47.)



Lazco Trouble Detector

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The recent warm weather has had a tendency to temporarily halt the demand for fall and winter lines, which last week were moving fairly well. However, with the advent of cooler weather which will no doubt arrive shortly, the demand for fall and winter goods will be greatly stimulated. Stove and furnace manufacturers report that there is a fair demand for stoves and furnaces, and improvement in the demand for the latter, from country districts, has been noticed of late. The sheet market is very unsettled and there has been considerable price-cutting on some lines.

Linseed oil is firmer, although the demand is almost nil. Ready-mixed paints are moving fairly well, but retailers are only buying for immediate needs and lower prices in the near future would not be unexpected.

The demand for steel for munitions is steadily increasing and the mills are working to capacity. The probability of 60 and 180-pounder shells being made in Canada will further stimulate the steel trade. Domestic business is very quiet, and owing to prevailing conditions, few new enterprises are being started, except for the manufacture of munitions.

MONTREAL

MONTREAL, Oct. 14.—Unseasonably fine weather with high temperatures has had the effect of checking to some extent the late fall and early winter booking and has also had some influence upon the re-orders for ammunition. Altogether, however, the hardware trade, particularly in the country, continues to be very satisfactory and the movement of goods shows substantial improvement on a year ago. The bulk of the business is in general hardware of a staple character and, although the country is the big factor, there is some improvement in the city, the extent of the latter being a matter of opinion as betweeen different wholesale houses. Stove dealers are still doing a fair business, although the warm weather has to some extent checked the demand. In paints there is no improvement over the recent slow conditions, but it is accepted that stocks have been run very low and that there should be an active interest following the announcement with regard to prices on mixed lines; this announcement is looked for about the 25th inst.

Price changes have not been very important and many are, in fact, more in the nature of adjustments as between different interests. In this respect the market has been very hard to follow ever since the outbreak of the war, as the influence of the current conditions is offset by the fact that firms with cheap stocks on hand are sometimes willing to cut prices to realize and encourage consumption. The metals are comparatively steady, a decline of 1c on solder and a small advance on sheet zinc with another jump in aluminum, being the only definite changes. Material advances on brass and copper products are recorded and on black sheets and Canada plates there is a considerable spread between the Association figures and some of the independents. Iron and steel have well maintained the higher level which was taken a week ago.

Tin.—The local market of 41c to 42c is maintained, but the tone is weak. On the other hand there has been a slightly stronger tendency recently in New York, where there has been a net advance of ½c since the first of the month. New York, however, at last reports was in an uncertain market frame of mind. London failed to advance in the early part of the week as expected and, with no further news about an export duty, the outlook is vague.

Spelter.—Spelter is weak locally at the old quotations of 19c-20c. Outside markets are also weaker and New York has fallen off about 1c since the first of the month. London has recently declined and there has been fresh pressure to sell spelter, particularly futures. Quotations for January and forward deliveries are much lower proportionately than for the next couple of months, which would indicate that producers are well sold in advance and that surplus stocks are likely to be small.

Lead.—The local market for lead remains 6¼-6¾c and the tone is strong. Second hands in New York have recently been offering spot stocks at fractionally higher prices and are now substantially above the Trust price of 4½c. Late advices indicate a rising market in London with improving export business which would be much larger if transportation facilities were available for early shipment.

Copper.—The local quotation for copper of 21½c is firm, although there has been no definite tendency to outside markets recently. New York states that there have been some fair sized orders for export business recently, but that the buying for home consumption has been disappointing. An American opinion is that the market is pretty well pegged around 18c, but that there is not enough buying being done from day to day to absorb the rapidly increasing production. This would indicate the possibility of tne market becoming top heavy in the future.

Antimony.—Figures on antimony are purely nominal. The market for Japanese and Chinese is about 35c, but for English is would be impossible to quote figures as stocks are very short. New York has recently commenced to quote American antimony on the same basis as Chinese and Japanese. American antimony promises to be a feature of that market from this time on, and by the end of the year the production is expected to reach 300 tons a month.

Aluminum.—There is another important advance in aluminum which is now

MONTREAL QUOTATIONS.

Tin	41c-42c
Spelter	19c-20c
Copper	21½c
Lead	6¼c-6¾c
Antimony	35c
Solder, ½ x ½	24c-26c
Solder "strictly"	26c-28c
Aluminum, Ingot	65c lb.
Wire Nails	$2.50 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Sisal	11¼c
Lath Yarn	10¾c

For quotations on other hardware goods see weekly report and current quotations.

quoted locally at 65c per pound. Aluminum has recently been the leading feature of the metal markets as regards sensational advances, the present prices comparing with a figure of about 20c when the war broke out. New York reports a price of 55c to 57c and states that bidders have stopped running up the price for the reason that it was evidently not improving the situation or increasing the available supply. The present attitude of buyers is to ask for prices rather than to offer them.

Solder.—The downward tendency in solder, which has been felt for the past couple of weeks, has had the effect of reducing the prices by 1c all round. The new quotations are: half-and-half, 24c to 26c, and strictly 26c to 28c.

Iron and Steel.—The important advances in iron and steel announced last week have been absorbed by the market which remains steady. The whole situation reflects the importance of demand for these products as influenced by the war conditions and the requirements for the manufacture of munitions. Further advances would seem to be more probable than declines while the war lasts. The basis for common bar iron is $2.20.

Brass Products.—Important advances of 3c to 5c are noted on brass products, including sheets, rods and tubing. The new quotations are as follows:

Springs, sheets, up to 20 gauge	$0.45
Rods, base ½ to 1 in. round	0.42
Tubing, seamless base	0.42
Tubing, iron pipe size, 1 in. base	0.45

Copper tubing, same as brass.

Copper Products. — Important advances have also been made in copper products. Bars are up 1c; sheets 4c to 5c and braziers 2c. The new prices are as follows:

Bars, ½ to 2 in.	$32.00
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	32.00
Copper sheet, tinned, 14x60, 14 oz.	35.00
Copper sheet, planished, 14 x 60, base	42.00
Braziers' in sheets, 6 x 4 base	32.00

Canada Plates.—While the market has remained comparatively steady on sheets and plates, there have been some differences develop between the Association and some of the independent concerns. The rather surprising thing is that the spread is rather between black and bright sheets than the galvanized. On Canada plates there are two quotations heard, as follows:

	Ind.	Assoc.
Ordinary, 52 sheets	$3.15	$3.25
All bright, 52 sheets	4.75	4.60

Black Sheets.—On black sheets there is a marked difference in the figures of the Association and some of the independents. The following quotations are at the top and bottom of the market but readjustments are likely to be effected shortly:

	Ind.	Assoc.
10 gauge	$3.00	$2.50
12 gauge	3.00	2.55
14 gauge	2.85	2.45
16 gauge	2.85	2.40
18-20 gauge	2.85	2.40
22-24 gauge	2.85	2.50
26 gauge	2.95	2.60
28 gauge	3.00	2.75

Galvanized Sheets.—Prices on galvanized sheets have remained comparatively steady throughout the week and there seems to be little going on in the way of price cutting, the Association figures being practically on a par with the independent dealers. A reduction of 5c on Gorbals Best has been made by way of readjustment.

Sheet Zinc.—The low level struck last week for sheet zinc does not appear to have been warranted by conditions, and this week there is an advance of 2½c recorded. Casks are quoted at 20½c and part casks at 21c.

Lead Pipe.—With the firmer tone in lead it would appear that present quotations for lead pipe and other lead products are likely to be maintained. Prices follow:

Lead pipe	$ 0.09½
Lead waste pipe	0.10½
Sheets, 3-lb. sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

Mechanics' Tools.—The demand for mechanics' tools for use in the manufacture of munitions continues. There is also a strong call for files and drills and of some sizes of the latter it is becoming difficult to secure delivery.

Arms and Ammunition.—The weather recently has not been favorable for hunting, and for this reason it is noted that the demand for ammunition, while still satisfactory, is not so active as might be expected. The call for guns also seems to have been somewhat affected.

Boiler Plates and Tubes.—Some readjustments are being made in the prices of boiler tubes and plates to cover slight advances all round. The rising markets for raw materials is the direct cause of the increase made.

Fencing.—Already some orders are being placed for spring deliveries of fencing and some interest is also being displayed in poultry netting. The prices of both are considerably higher than normal and this may interfere with the demand.

Cotton Rope. — The advance in the price of cotton rope referred to last week has been confirmed by leading jobbers. Sizes up to 3-16 are now on a base of 24c and larger on a basis of 23c. This has affected the quotations on sash cord, which are confirmed as follows: No. 6, 28½c; No. 7, 27½c, and No. 8 to 12, 27c.

Hay Baling Wire.—Most jobbers have adopted the new quotations on wire, smooth taking a base of $2.60, while hay baling is quoted as follows: No. 13, $2.65; No. 14, $2.70, and No. 15, $2.80. These prices are as previously announced.

Seasonable Lines.—Although the warm weather has interfered with the movement of some of the fall lines, and has reduced the re-orders on ammunition, there is still a good business being done in seasonable goods and the next cold spell should see a big call for winter lines of the more staple variety. Flashlights are meeting with a demand that promises to bring them into the classification of staples rather than novelties.

Stoves.—The warmer weather has interfered considerably with the demand for stoves which was so active a week or ten days ago. However, it is believed that when the cold weather commences in earnest there will be a rush for heaters as the attitude of the public, as reflected by the dealers, is to put off purchasing as long as possible.

TORONTO

TORONTO, Oct. 14.—Hardware jobbers report a steady improvement in business. Present indications are that October will prove to be one of the best months of the year. The recent warm weather has slackened the demand for winter lines. Country trade is very good. The markets are steadier this week than they have been for some time past. Price cutting is much in evidence on some lines. In the paint and glass trade there is a fair demand for fall lines, although retailers are only buying paints for immediate needs. A decline in the price of ready-mixed paint is anticipated.

General trade conditions continue

TORONTO QUOTATIONS.

Tin	37-38c
Copper	19½c-20c
Spelter	16½c-17½c
Lead	6-6¼c
Antimony	35c
Aluminum Ingot	55c-60c
Aluminum Pattern	55c
Solder, ½ x ½	22½c lb.
Wire Solder	25c lb.
Wiping Solder	21c lb.
Tinker's Bar Solder	27c lb.
Solder, Wiping—	
Acme	20c
Commercial	21c
Easy	20½c
Star Extra	23c
Strictly standard wiping	23½c

to gradually improve and indications point to further increases in the export trade of the Dominion. This is an encouraging feature as the favorable trade balance which has resulted will benefit the country considerably and put business generally on a more stable basis. The development of the export business is of course due to the large orders for war equipment, and there is every reason to believe that there will be a steady stream of these orders for some time to come. The result of the war business will mean general increased prosperity and an improvement in economic conditions.

As regards domestic trade, business is quieter, and, owing to prevailing conditions, few new enterprises are being started except for the manufacture of munitions. In this regard developments are expected in the near future, as it is understood that tentative inquiries are being considered for the manufacture of 60 pdr. and 180 pdr. shells. The making of artillery is being considered, but nothing has developed in this regard up to the present. That developments in the shell industry are promised is indicated by the announcement that two experts from England will assist the Shell Committee as technical advisers.

Steel Market

The probability of 60 and 180 pdr. shells being made in Canada will further stimulate the steel trade. The demand for steel for munitions is steadily increasing and the mills are working to capacity. The market for bars is very firm and an advance may be expected any time. Owing to the increased cost of raw material, prices of cold drawn steel shafting have advanced, the discount off list being 5 per cent. lower. Steel boiler tubes have advanced, the new quotations ranging from $1 to $2 higher per 100 feet, according to size. Wire rods are higher, being quoted at $31 Pittsburg.

Galvanized sheets continue irregular, the tendency being towards lower prices, although it is hardly probable that the low levels will be maintained. The shortage of semi-finished steel is a problem that galvanized sheet manufacturers will have to face, and although spelter is lower than it was some time ago, the price is still too high to be attractive to consumers.

There is an extraordinary demand for nearly all kinds of steel products in the States. Some of the larger mills are reported to be turning down nearly as much business as they are accepting, being unable to make the deliveries wanted. A tremendous demand for steel bars for shells continues and inquiries aggregate an enormous tonnage, the market being practically sold out for this year. Prices are advancing and bars, plates and shapes are now quoted at $1.40 Pittsburg.

Pig Iron

The market for foundry iron is still very quiet, but the demand for steel making pig iron is increasing. The market for standard low phosphorous iron is buoyant and there is an increased demand for this grade in Canada; a considerable tonnage being imported from the States. Quotations are firm, but unchanged.

Old Material

The market is weaker for copper and brass, and prices are slightly lower. Heavy melting steel and wrought iron are stronger on good demand and prices have advanced 50c per ton, lead and zinc are quiet and prices unchanged. Prices are given in the current quotations.

Machine Tools

The probability of orders being placed for larger shells has stimulated the market. Tentative enquiries are being sent out for larger lathes than have hitherto been used. The shells are of the high explosive type and range from 6 in. diameter upwards. Lathes of 24 in and 30 in. swing will probably be required for the work. Large orders for this equipment have already been placed with builders in the States by British, French and Italian agents. It is therefore possible that some difficulty will be experienced now in obtaining a sufficient number of heavy lathes for immediate delivery. There is still a good demand for second-hand equipment and increased activity is anticipated for lathes of this class.

Metals

The market generally is steady and there is nothing of particular interest to report. There are no price changes to note this week, the markets being dull and featureless. The demand for metals for munitions continues brisk, but ordinary business is comparatively quiet.

Tin—Both London and New York markets are dull and unchanged. There is very little business doing, both buyers and sellers awaiting developments as there is a possibility of an export duty being levied on tin by the British Government. Quotations are unchanged at 37c to 38c per pound.

Copper—The market is quiet and unchanged, but in good condition. Producers generally are satisfied with the situation, and while the demand is dull at present, increased activity is expected in due course. Quotations are firm and unchanged at 19½c per pound.

Spelter—The market is dull and easy, with a lower tendency. The demand is light and consumers are not showing much interest. Quotations are unchanged at 16½c to 17c per pound.

Lead—The market is very steady, there being no change of any sort. This metal continues in good demand. There is an impression in the trade that no official change in price is likely in the near future. Lead is quoted locally at 6c to 6¼c per pound.

Antimony—The situation is unchanged and market dull. Quotations are nominal at 35c per pound.

Aluminum—There is nothing of particular importance to note in this market. Supplies are still very scarce and quotations nominal at 55c to 60c per pound.

Lead (Sheet).—Adjustments in the price of sheet lead have been made, with the intention of maintaining prices at the following figures:

	Per 100 lbs.
Sheets, 3-lb. sq. ft	$9.00
Sheets, 3½-lb. sq. ft.	8.75
Sheets, 4 to 6 lb. sq. ft.	8.75

Cut sheets ½c per lb. extra.
Cut sheets to size, 1c per lb. extra.

Lead Pipe.—The price of lead pipe holds firm. Fall plumbing has caused a slight improvement in the demand, the following figures ruling:

	Per 100 lbs.
Lead pipe	$9.50
Lead waste pipe	10.50

Traps and bends, 25 per cent. off list.

Galvanized Products.—The unsettled condition of the market for galvanized goods, especially in sheets, is still in evidence, although not quite as much as during the past two or three weeks. Price cutting still rules. There is a disposition on the part of local jobbers to sell at uniform prices, but this has not been possible owing to the fact that very low prices have been quoted in some quarters and a number of firms have met the low prices.

Rope.—There has been a fairly good demand for rope of various kinds. The volume of business coming in from the country places is also good, and a fairly satisfactory condition exists in the rope trade. Prices are being maintained at the following figures:

	Per lb. basis
Pure Manila	16c
British Manila	13½c
African Hemp	13½c
Sisal	11½c

Wire Rods.—There is a possibility that the price of wire rods will shortly advance. At the time of going to press nothing definite can be ascertained, but it is altogether likely that an advance will take place. Should this occur a further general advance on all lines of wire goods will doubtless be a result.

Stoves.—Although the weather has been unseasonably warm, the demand for stoves and heaters has been very good. With the advent of cooler weather manufacturers expect that the stove business

will benefit considerably. A local manufacturer stated that the sales so far this season are above those that were anticipated earlier in the season. A movement of furnaces to country districts is in evidence, which indicates that the farmers and country residents are making modern improvements. Considerable interest is being shown in oil heaters also.

Ladders.—At the time of going to press last week full details had not been obtained in regard to a decline in the price of extension ladders, but it was stated that a decline of 1c per foot was reported. This decline has gone into effect and revised prices are shown in the current quotations. Roped extension ladders is the only line affected in this change.

Spades and Shovels.—Local jobbers are receiving a large number of orders for spring delivery, of spades and shovels. The prices are unchanged from those of last year. Local quotations are as follows:

1sts .....60 per cent. discount
2nds ..... 55, 2½ per cent. discount
4ths ..... :45 per cent. discount

Fence Wire.—There is a fair movement of fence wire locally. Although fairly high prices are ruling at the present time, farmers continue to improve their farms with modern fences. The following prices are at present ruling on the local markets:

	Per 100 lbs.
Barb	$3.00
No. 9 coil spring	3.00
No. 9 plain galv.	2.85
No. 12 plain galv.	3.00
No. 13 plain galv.	3.15
O and A, No. 10	2.61
O and A, No. 11	2.61
O and A, No. 12	2.75

Seasonable Lines — With the warmer weather there has been less interest displayed in the regular winter lines such as ash sifters, coal hods, snow shovels, horse-blankets, etc. Winter preparedness is manifested by the amount of weather strip that is being sold. An exceptionally good demand is reported.

Arms and Ammunition.—In spite of the recent advances that manufacturers of arms have made in the price of their products, the demand for shot guns and rifles continues to improve. Ammunition is moving fairly well, the bulk of the business being done in shot shells. Sporting rifle metallics have shown a slight improvement, but this will increase as the season for big game approaches.

Waste.—The demand for waste is good, and fairly heavy shipments have been made during the week to factories that are busy, working on ammunition and other supplies for the Allies.

LONDON

LONDON, Ont., Oct. 14.—Local jobbers are finding business very good, especially with the country trade. City trade has also been very good during the week. October business so far has been splendid, and there is a steady demand for all staple fall lines.

Linseed Oil, as predicted last week, has been advanced 2c per gallon. Locally quotations are as follows:

	Raw.	Boiled.
1 to 2 barrels	74c	77c
3 to 5 barrels	73c	76c
6 to 9 barrels	71c	74c

Turpentine remains unchanged, and is quoted in single barrels at 64c per Imperial gallon. Two to four-barrel lots are quoted at 63c per gallon; 5-gal. lots at 71c per gallon.

White Lead is firm at the recent reduced price. Pure lead is quoted at $9.60 in ton lots and $9.90 in less than ton lots.

Advance in Rope.—Cotton rope has advanced, as predicted, and is now quoted as follows:—¼-in. and larger, 23c per pound; 3/16-inch, 24c per pound.

Rope.—The demand for rope is good, and prices are firm at the following figures:

Pure Manila	16c	lb. basis
British Manila	13½c	„ „
African hemp	13½c	„ „
Sisal	11½c	„ „

Sash Cord.—Sash cord has also advanced in price, the increase being 1½c per lb. Quotations are as follows:

No. 6	28½c lb.
No. 7	27½c lb.
Nos. 8-9-10-12	27c lb.

Fence Wire.—Good demand locally is reported for all kinds of fence wire. Prices are very firm at the following figures:

	Per 100 lbs.
Barb	$3.20
No. 9 galvanized	2.80
No. 12 galvanized	2.95
No. 13 galvanized	3.05
No. 9 coil spring	2.85
No. 10 O and A	2.76
No. 11 O and A	2.82
No. 12 O and A	2.90

Glass.—A fair sorting business is being transacted with local jobbers. The prices remain unchanged, and are quoted at the following discounts:

Single diamond	20% off list.
Double	20% „ „
Cut lights	20% „ „

Shoe Thread.—With the general price advance in all lines of cotton goods, it is expected that a change will in all probability result in the price of shoe thread, etc. Present prices on the London markets are as follows:

No. 8 Star	$1.04 lb.
No. 10 „	1.12 „
No. 15 „	1.16 „
No. 8 Barbour	1.19 lb.
No. 10 „	1.27 „
No. 12 „	1.30 „
No. 15 „	1.37 „
No. 20 „	1.42 „

Lanterns and Globes.—A call for lanterns and globes is general from the country districts, and large shipments are being made from this point weekly. The following prices rule:

Lanterns—

Cold blast	$7.25 doz.
Short pattern	7.25 „

Globes—

Cold blast	50c doz.
Short pattern	65c „

Seasonable Lines.—The movement of seasonable lines continues to improve, and a good demand is also noticed for such lines as weather strip, ash sifters, horse blankets, carriage heaters, etc.

WINNIPEG

WINNIPEG, Oct. 14.—Business during the first two weeks of the month has been very good and now that the weather has setttled favorably jobbers may reasonably expect a big volume of trade for the month. All the jobbers are looking after their accounts carefully and making it plain to the retailer that he must take care of his indebtedness this fall, and it is expected that collections will be very good.

The recent advances in iron and steel with more likely to follow, will affect most manufactured lines of goods, plated butts, bolts, screws and wrought pipe are almost sure to be affected and no contracts are being closed in these items for future delivery.

Many prices for spring delivery have already been made and it is certain that

WINNIPEG QUOTATIONS

Solder	**29c-30c lb.**
Linseed Oil, raw	**85c gal.**
Linseed Oil, boiled	**86c gal.**
Turpentine, in bbls.	**75c**
White Lead, ton	**$11.50**
Poultry Netting	**50% off**
Copper, plannished, per lb. ..	**40c**
Copper rivets, No. 7.....	**41½-42**
Rope, Pure Manila	**17½c**
Sheet Zinc	**25c**
Black Sheets, 10 and 12 gauge	**$3.15**
Apollo and Fleur de Lis	**$6.00**
Queen's Head	**$6.25**
Iron Pipe:	
Galvanized, 1 inch	**$9.90**
Black, 1 inch	**$5.95**
Paris Green:	
1-lb. pkgs. (case lots).....	**27½c**
Glass: **Sgle.** **Dble.**	
Up to 25 in.	**$6.25**....**$9.00**
Putty, 100 lb. drums.....	**$3.25**

lower prices will not be quoted and higher may prevail before the first of the year. That many are taking advantage of to-day's prices on these lines is evident for booking orders have been coming in quite freely.

Lines now being booked are screen doors, screen windows, screen wire cloth, formaldehyde, woven fence, poultry netting and .22 metallic ammunition.

There are few changes to record this week, the most important one being an advance in hexagon poultry netting, which is now quoted at 42½ per cent. from list.

Stove pipe wire, 18 and 19 gauge, is now selling at 5½c per pound.

Three or four days ago the writer read a letter sent from a Saskatchewan town, which stated that the merchants were complaining about farmers who now had money, sending it in to the mail order houses in Winnipeg and leaving accounts which had been running a year or two years with said merchants unpaid.

This is a state of affairs which exists more or less generally throughout the West and it strikes one rather peculiarly that any merchant will allow this condition to get the upper hand. A man's first duty when owing an account is to turn the proceeds, or part at least, of his crop over to the merchant to settle the account. It is deplorable and often true that this is not done and the farmer forgets that if it had not been for the merchant's asistance in supplying goods he would have had no crop whatever. The retailers are the ones who should point this out to the farmers.

$25 OFFERED FOR AN IDEA

The Regina Trading Co., Regina, Sask., recently offered $25 in cash to the person presenting the best suggestion to advertise their store. The company made the following announcement:

The Regina Trading Company offer to the person or persons submitting the best advertising plan twenty-five ($25) in cash. This is YOUR opportunity.

In your spare moments think out some feasible advertising plant that will INCREASE LEGITIMATE BUSINESS and SATISFY PATRONS.

This offer is open to everyone; absolutely no restrictions whatever.

Ladies, business men, professional men, working men, clerks, students, church societies or clubs can compete.

Our reason is to get a novel method of advertising and at the same time an effective and profitable way.

We are willing to pay for your brains.

Think out some plan, the more original the better, and submit it in writing and duly signed to The Regina Trading Co., and the person or persons submitting any new plan or plans that are accepted by the mangement of the compny to be used as an advertising policy will receive $25 in cash.

SHEET METAL WORKERS' COURSE

(Continued from page 37.)

side. Where these measurements intersect the horizontal lines, draw curved lines as shown which will complete the oblong piece.

Follow out the same instructions when developing pattern for large end. The only difference being that each section is equal of which there are only eight in the large round end, whereas in the case of the oblong piece there are twelve sections, viz., eight to complete each semi-circle of the oblong and four to form the flat portion.

The next step will now be the developing of the pattern for the centre piece in Fig. 1, as shown at x, a, b, c, d, e, x, and 1, 2, 3, 4, 5, and erect a number of triangular lines by connecting e to 4, 4 to d, d to 3, 3 to c, c to 2, 2 to b, and b to 1.

Now turn to Fig. 4. Erect a vertical line as shown at x 5 and transfer the triangular measurements as shown by opening up compass placing point at 5 in Fig. 1 to point x e, this indicates that the same measurement must be repeated to form the oblong portion on pattern. Next transfer measurements in turn from e, 4, Fig. 1 to e, 4, Fig. 3, intersecting the letters a, b, c, d, e, by the corresponding measurements in the semi-circles on the plans as well as intersecting the figures 1, 2, 3, 4, 5. It will be noted that each triangle with its respective letters and figures is the same measurement as in Fig. 1.

In all three patterns there must be an allowance for seams or laps.

As this course is now drawing to a close and will be concluded with article 50, we would very much like our readers to send in at an early date any pattern which they would like to be developed.

(Continued in next issue.)

NO. 615 SPRING HINGE

(Continued from page 42.)

thick. In the accompanying illustration the side plate has been removed to show adjustment. The makers state that the tension of this hinge is strongest at the closing paint, and decreases as the door opens. The weight of the door rests on hardened ball-bearings, which are located on top of hinge, being protected from water and dirt. The makers state that the hinges may be easily applied and adjusted by anyone. Adjustment has been provided for aligning the door. The hinge is made in a number of finishes and special finishes will be made to order. Further details may be secured from the manufacturer.

ATTRACTIVE STORES IN WESTERN TOWN

(Continued from page 33.)

Owing to the forty-foot width of the store there is an abundance of space available for display purposes without resorting to overcrowding in any way.

A sample automobile is also displayed on an elevated stand in the store, the firm having the agency for Overland automobiles.

A number of very handy display racks are used for displaying bulky and heavy goods.

Pulley blocks, etc., are attractively displayed on a rack constructed of iron pipe, and located near the rear of the store. Wood handles of various kinds are prominently displayed in a specially constructed rack, located near the rear and shown in the accompanying illustration.

Other lines shown on display racks are axes, whips and halters. The store during the daytime is very bright, and at night is illuminated by electrical drop lights. The store is a brick building plastered on the inside.

Gordon & Dubuc like many other small town hardwaremen who have up-to-date stores, know that the small town residents and the farmers appreciate having modern and well equipped stores in their midst. Modern stores with well displayed and well selected stocks are one of the most effective weapons to use in fighting the competition of mail order houses and department stores.

AS THE LEAVES FALL

October to me, is the best month of the dozen. Here we find exact estimates of things, not glorious promises of an unfulfilled future. What there is, there is. It is all under our immediate appraisal, and that too, set in a radiance of red and gold equal to any of Nature's color schemes.

The mature lambs, the sleek calves, the promising colts make the old farmstead cheery with their real worth at this time of stock-taking. The grain crops are safe inside the granary. The corn has matured and is settling down to the mellow sugar of welcomed ensilage. The apples, peaches and pears, fully ripe are summing up their final invoices and we know where we are.

And above all the Empire of our freedom is still virile, our hopes for individual growth undimmed, and the God of peoples is still our God.—Grasmere.

WEEKLY PAINT DEPARTMENT

Effects of War on Oil and Turpentine

Interesting Information Presented at Big Convention of National Paint, Oil and Varnish Association.

AT the twenty-eighth annual convention of the National Paint Oil and Varnish Association, held recently at Cleveland, Ohio, some phases of the paint situation, of particular interest to the Canadian trade, were discussed.

The report of the linseed oil committee gave some interesting information regarding the flax crop, and stated in part as follows:—

The government estimate of acreage this year is 1,881,000 acres. In 1914 it was 1,927,000 The Canadian Government estimate is 1,009,600 acres, compared with 1,163,000 in 1914. Condition of the U.S. crop August 1, 92.5 per cent.; last year 82.1 per cent.

Well-posted grain men state that both our government and that of Canada are too high on their estimates of acreage, but all are agreed that conditions of the growing crop were never better for this season of the year.

The receipts of seed at Minneapolis and Duluth have been small from the crop of 1914; amounting to 12,817,000 bushels, and at Winnipeg 3,728,000 bushels, the latter only 28 per cent. of the receipts of a year ago. August, 1914, the stocks in public store at the northwestern ports were 5,040,000 bushels. This year 2,681,000 bushels.

The receipts in this country from the Argentine have been 9,242,000 bushels. This, added to receipts from the small crops of the United States and Canada, have given us ample supplies.

The last year has been one of unusual condition and violent fluctuations, brought about largely by the European war.

Last fall the impression prevailed that a fair-sized Argentine crop of flaxseed would be dumped in this country. As a result the price of flaxseed in our northwestern markets went to a low level, selling below $1.40 per bushel during the time of the largest movement of the crop. Early in 1915 it was found that Europe was taking seed in large quantities. In consequence our market went to a high level and remained there for several months. Holland consumed unheard-of quantities for that small country, but in June the British Government put an embargo on Holland shipping linseed oil and oil-cake to Germany. As a result of this order the market for South American seed weakened, and our market in the northwest followed the foreign weakness. We then had a slump in prices of 30 to 40 cents per bushel.

The history of this last year is interesting because with a short crop in the United States and Canada, a reduced acreage and yield in South America, we have had a price on flaxseed as high as $2.14 per bushel and low as $1.27¾, showing that supplies have cut no great figure only as they were affected by war conditions in Europe.

We did not raise enough flaxseed in North America last year to justify low prices, nor with reduced acreage here is there anything to point to very low prices during the coming year unless European consumption continues to decrease rapidly. In that event Argentine may ship enough seed here out of the coming crop to reduce our prices below the present level.

Barring war conditions the present stocks and world crop conditions do not point to any great surplus of supplies during the coming year. It is surprising how much oil the United States is consuming.

We figure the supply of seed for the last year has been as follows:

Receipts at Minneapolis and Duluth	12,817,000 bus.
Receipts in Canada.....	3,728,000 bus.
Receipts in U.S. outside Minneapolis and Duluth	1,500,000 bus.
Receipts from Argentine	9,242,000 bus.
Reduction in stock in public store in Canada and U.S. during year..	2,359,000 bus.
Total	29,646,000 bus.

There has been some duplication of receipts and a small amount consumed in Canada, but these two items will probably not exceed a million and a half. This would leave 28,000,000 bushels as the amount available for consumption this last year. Early last fall the estimates of consumption for the United States were as low as 20,000,000 bushels, but the figures given above indicate that our consumption of linseed oil has been above normal or shows a small increase. These figures must be a great satisfaction to the paint, oil and varnish men of the United States, showing as they do that while the old world has been rent by war and industries of all kinds are demoralized and destroyed, our business has a healthy and normal growth.

The report of the Naval Stores Committee gave some interesting details regarding the turpentine situation. The report read in part as follows:

During the greater part of the year the chaotic conditions reported by the previous Naval Stores Committee, continued resulting in the formation of the Turpentine Farmers' Association, the membership of which was composed of a large percentage of the producers who were dissatisfied with the prices being offered for naval stores and retired their holdings from the market. A nominal market ruled from July 29, 1914, to November 16, 1914, when a trading basis was re-established on the Savannah Board of Trade which has continued uninterruptedly since that date.

Naval Stores as a Contraband.—Shortly after the declaration of war in Europe, the Allies declared naval stores to be contraband and, having exhausted every possible means in this country to have this restriction to the free movement of naval stores removed, the exporters sent a representative to London to present their appeal to the British Government, which, however, was not granted. It is stated that the failure of this mission was due to the apprehension upon the part of the British Government as to the possible value of naval stores in the manufacture of explosives. This has resulted in a complete cessation of exports to foreign countries other than controlled by the Allies.

As the Canadian trade is now dependent upon the United States for supplies of glass the report of the Window and Plate Glass Committee should prove interesting to the Canadian trade. The report states as follows:—

(Continued on Page 50)

WE ARE PREPARED to give you reliable and quick service and, besides, the superior quality of

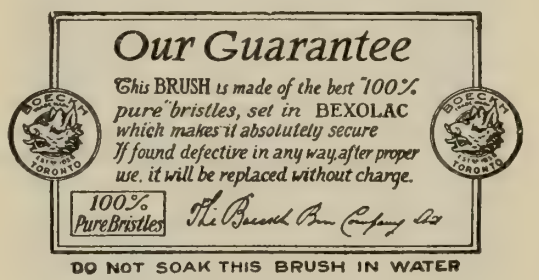
BOECKH'S
PAINT AND VARNISH
BRUSHES

ensure their ready sale.

REX-O-LAC—the brush setting used exclusively by us—prevents the shedding of bristles.

PRACTICAL PAINTERS PREFER BOECKH'S.

The Boeckh Bros. Company, Ltd.
TORONTO, CANADA



Our guarantee protects you and your customer.

Made in Canada for 60 years.

FIVE REASONS WHY

you will make more profit by selling

Jamieson's Pure Prepared Paints and Varnishes

1. They work in unison with the brush—their "flow" pleases the best of painters.
2. They are attractive and very durable.
3. Their high quality and reasonable price make a value beyond comparison.
4. They bring the buyer back for more and they help to sell other goods by the prestige they establish in your paint department.
5. They are backed by a splendid sales-helping proposition.

R. C. Jamieson & Co., Limited
Established 1858 MONTREAL
Owning and operating P. D. DODS & CO., Limited

EFFECTS OF WAR ON OIL AND TURPENTINE

(Continued from Page 48)

During the past year your jobbing conditions in window glass have not been satisfactory. Owing to unsettled financial conditions, due largely to the war raging in Europe, domestic consumption was approximately 20 per cent. below normal, and the manufacturers were forced to recognize this state of affairs by a decrease in production. Instead of operating the old type of window glass factories, in which glass is blown by lung power, seven months as was called for by the wage scale, those plants were operated for a period of six months during the year. Curtailment in production was also practised throughout the year at nearly all of the plants in which window glass is produced by machines, and it is estimated that but little more than half of the possible output was produced at the machine-operated factories. Some relief from the decrease in domestic consumption has been found in the export of glass to various other countries; but because of the exorbitant freight rates and lack of steamship space, this outlet has not developed as we thought would be the case when exports from Belgium and France were suspended last fall.

After selling large quantities of window glass, both for current requirements and future delivery, at prices in effect from the beginning of the blast, November 2, 1914, the manufacturers advanced prices the latter part of January of this year, and there has been no official change in prices since that time, other than on some of the specialties, selected quality for picture-framing and heavy glass, commonly termed "Crystal Sheet."

Not a great many years ago there was but one company in this country which manufactured window glass exclusively by machines. That company operated six factories. During the past year there were fifteen additional factories in which window glass was made only by the machine process, and nearly all of these plants were formerly in the ranks of the hand-operated factories. For some time after the introduction of window glass produced by the machine process there was a prejudice against the product because of the lines which appeared in the sheets, and which distorted and otherwise affected the vision; but with the introduction of later methods in connection with drawing glass by machines this difficulty has been overcome, and the product is recognized as being superior to hand-made glass.

Stocks held by manufacturers and jobbers are light, and there is no prospect that a general resumption will take place at the factories until November. In the meantime, the jobbers should be securing higher prices for their glass than those which have been current in many sections of the country for the past seven months. With the demand considerably below normal, no one can expect his volume of business to equal that of normal times. The expense of carrying on a business increases as the volume of business decreases. That situation can be satisfactorily met in but one way; secure a larger profit on what glass is sold rather than attempting to increase the volume of business which will be done largely at the expense of profit.

The plate glass market during most of the past year has been in a very unsatisfactory condition, and for the past few months demoralization has been extreme and prices are lowest the industry has ever known. This applies to both the manufacturer and distributor, and glass has been sold without any apparent relation to cost and profit. The above is primarily due to general business conditions, which have resulted in a decreased demand, and this in turn has brought about an over-production, notwithstanding the fact that six factories have been shut down for almost a year, and important curtailments have been made by other factories.

The importations during the first half of 1914 were quite heavy, due to the reduction in the tariff, and this had a depressing effect on the industry, but when the war broke out importations were cut off, and for the first time an opportunity presented itself to the American manufacturers for an export trade. For a time this gave stability to the market, but the export demand has proven disappointing, and the reduction in domestic consumption more than offset the elimination of imports.

The consumption of plate glass depends in the main upon the building, mirror and automobile trades, and the first mentioned has been considerably below normal, the mirror trade, the poorest in its history, while the automobile trade alone has been above normal. It is not thought prices will go lower but on the contrary, no radical advance is likely, yet with the improvement in general business and an increased demand incident to the season it is reasonable to expect some reaction from the present low level of values.

PAINT MARKET

(Continued from page 52.)

export demand is said to be the cause of this last advance. This increase now makes quotations on the local markets at the following figures:

	Per Imp. gal.
Single bbls.	65c
2 to 4 bbls.	64c
5-gal. lots	72c

White Lead.—Local jobbers and manufacturers state that the sale of white lead has increased considerably since the recent reductions in price have been in effect. The general opinion of the trade is that the present price will hold firm for some time. Pure lead is quoted locally at $9.60 per 100 lbs. in ton lots and $9.90 per 100 lbs. in less than ton lots.

Glass.—Fall business continues fairly active with glass jobbers, and is pronounced by them to be very satisfactory. The volume of business is not as great as that of a year ago, but is above the expectations of the majority of the jobbers. Country dealers are taking very fair shipments from the local jobbers, chiefly in cut lights of the small, standard sizes. Rumors were afloat to-day of a probable advance in the near future, but inquiries from those who are recognized as authorities in the glass trade failed to confirm the rumors. Prices continue firm, both on the local and the U. S. markets.

Putty.—Putty has shown a slight improvement since the fall movement of glass has begun. Prices are being well maintained and no immediate change is anticipated. The following prices rule on the local markets:

	Per 100 lbs.
Bulk in casks	$2.50
Bulk in drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders in barrels	3.10

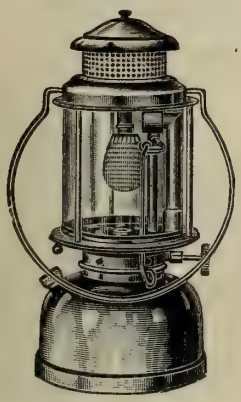
Gasoline.—An increasing demand for gasoline is noticeable, both locally and on the U. S. markets. A shortage, it is said, still exists on the American markets, thus maintaining firm prices. It is predicted that further advances in the price of gasoline will shortly go into effect. The present prices ruling on the Toronto markets are as follows:

Barrels	21c per gal.
Drums	19c per gal.
Tank wagon	18½c per gal.

LARGE SHELL CONTRACT

The recent inquiry for 36,000 to 40,000 tons of round steel bars for the manufacture of high-explosive shells for delivery over the whole of 1916, at the rate of about 3,000 tons a month, revealed the fact that a large contract for three and six-inch shells, to be made to the French specifications, had been placed late on Thursday. The understanding is that these shells were placed through Canadian interests who put out inquiries several weeks ago. J. P. Morgan & Co., yesterday, by letter, asked for bids on 150,000 "6" shells. The specifications call for 155 millimeters; that is, the shells are for export to France. The life of the prospective contract is to be three to six months.—American Metal Market.

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

Building Paper and Roofing Felts

Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

Orders Promptly Filled

THIS can bearing the label of Berry Brothers always inspires confidence in the varnish buyer. No "quality" arguments are needed in selling these goods.

Berry Brothers' products have long since been recognized as staples of the painters' supply trade, and no varnish stock is complete without them.

Among the most saleable made-in-Canada Varnish Specialties, are

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

This is mar proof, withstands hard wear and makes a handsome, smooth lustre that is easily kept in perfect order with a floor mop.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

It produces a rich, permanent, snow-white finish in either dull or gloss effects that will not crack or chip. It is sanitary, durable and washable.

Write for our price list and attractive dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

64

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 14.—The paint trade is awaiting developments. Interest of both retailers and manufacturers centres on the future situation, which should be cleared up about the 25th of the month by an announcement as to prices for late fall and spring business. That there will be some reduction is generally taken for granted, and this will be favored by the manufacturers as well as the dealers. However, as to the extent of the cut—or whether there will be a reduction at all, in fact—depends to a large extent upon the zinc market. It is expected that the producers will make their announcement to the trade within a week. Zinc at present is an unknown quantity, so far as the paint trade is concerned, and until there is some indication of future quotations the cost of mixed paints cannot be estimated. Lower prices for zinc are hoped for, because at the present level the recent reductions in lead are offset to a large extent, while at the same time there have been advances in linseed oil and turpentine is somewhat firmer.

Until the air is cleared it is evident that many retailers are marking time as regards deferred purchases, and are only placing for immediate delivery to the extent of immediate business. For this reason there is a dragging tendency, although conditions show an improvement over a year ago. Manufacturers as well as retailers are, therefore, anxious to establish an assured working basis. With definite prices the outlook is favorable for active buying, as stocks have been allowed to run very low with the indications that the present abnormally high prices were not likely to last.

Prices have recently been steady in practically all departments. Lead is steady and firm. Linseed oil continues firm also, with a slightly wider range; and turpentine still promises to move up from the bottom of the wide range. Some of the more bulky goods are moving fairly well with the close of navigation approaching.

Linseed Oil.—There has been little change in the linseed oil situation. A quotation is heard 1c below the bottom of the range, as given a week ago, but this cannot be taken as a definite indication of weakness, and the general tone is rather to the contrary. The following quotations cover the full spread:

	Raw.	Boiled.
1 to 2 barrels	67-70c	70-73c
3 to 5 barrels	66-69c	69-72c
6 to 9 barrels	65-68c	68-71c

White Lead.—Since the reductions in the price of lead there has been a much better movement. The present basis is $9.45, with 30c added for less than ton lots.

Zinc.—The position of zinc continues as the most interesting feature of the paint market, and the announcement of the refiners as to prices for future supplies will be the predominating factor in deciding prices on mixed lines. The producers are expected to make their prices known to the manufacturers during the coming week, and about the 25th of the month the latter will make their announcement to the trade. Lower prices are hoped for on zinc futures, and the extent of the decline will largely decide the action taken with regard to paints.

Turpentine.—The firmer influence in the turpentine market appears to continue, but the situation is absolutely unchanged from a week ago. The low quotation of 58c is still heard against the high of 62 and the advance of the former to 60c is still under consideration by those houses which have been at the bottom of the range. Reports indicate that the outside influences favor such an advance in the very near future.

Gasoline and Oil.—Gasoline is steady at the advances noted last week, and there is a sustained demand, the fine open weather having had the effect of encouraging the late use of motor cars. The price by tank wagon is 18c and 18½c for drums. Benzine is 17½c in drums and 17 tank wagon. With the shorter days and with the call for heavy commodities prior to the close of navigation there has been a satisfactory movement of coal oil. The prices are 13c and 15½c in single barrels, these quotations having prevailed for some time.

Glass, Putty, etc.—There is a fair movement of window glass and putty continuing, although the seasonable demand is below the normal owing to the light building programme; plate glass is moving slowly. Prices are steady and unchanged. There is little that can be said about dry colors further than to repeat that conditions are very much unsettled and prices are being adjusted to higher levels from time to time on certain lines, while on a number of others quotations have been withdrawn.

TORONTO

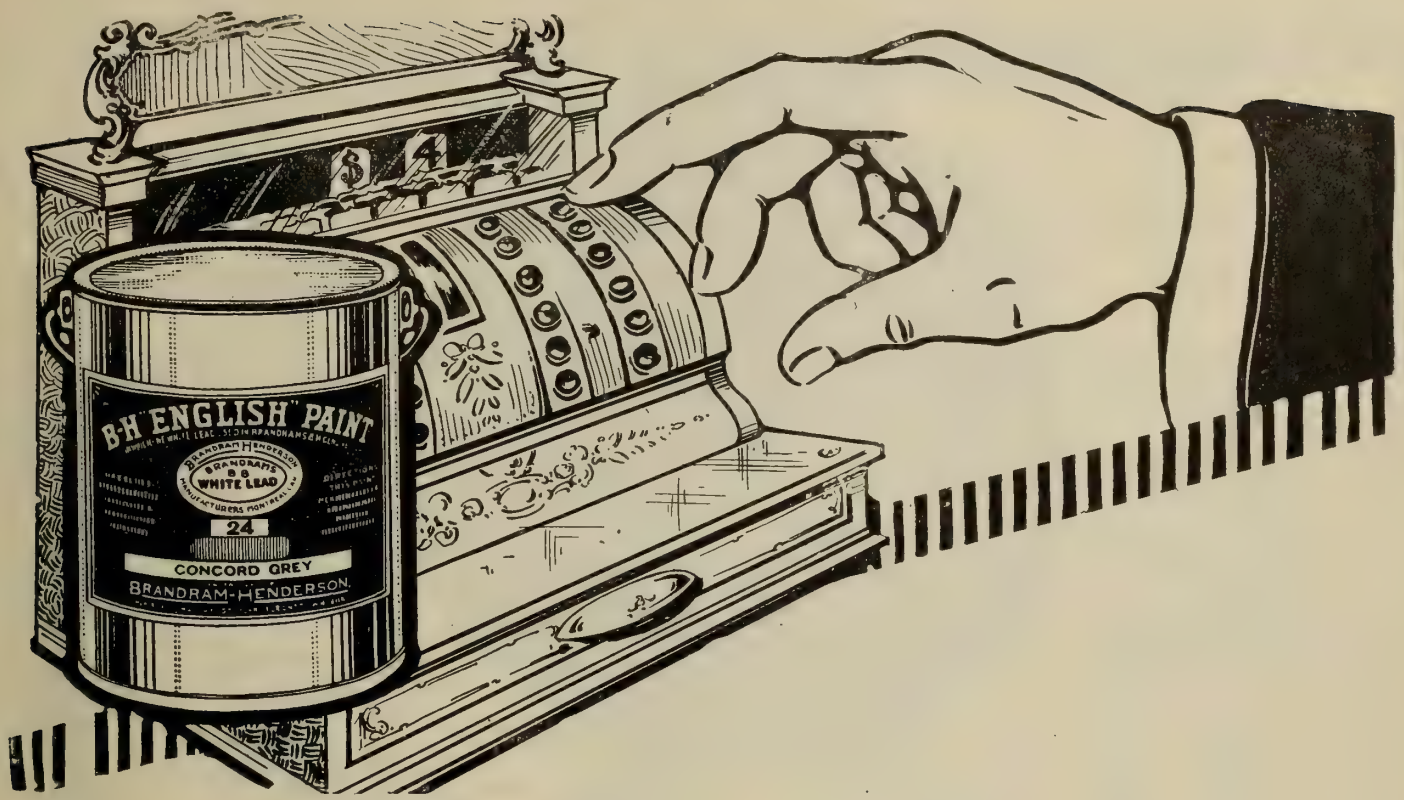
TORONTO, Ont., Oct. 14.—There appears to be a better feeling ex- in nearly all branches of the paint trade. The sale of prepared paints is not quite as good as manufacturers and jobbers would like to see it. This can be accounted for to some extent by the fairly high prices that are being quoted for ready-mixed paints, and the hand-to-mouth policy being followed by retailers. Since the reductions in the price of white lead which have taken place during the past few weeks, the opinion has been expressed quite freely that the price of prepared paints is due for a decline. Stocks of prepared paints are very low, especially in the country places. There is an improvement in the volume of business in white lead. Linseed oil has been steady and no further changes are reported from last week. Turpentine is about the only product affected this week, an advance in price of 1c per gallon having gone into effect.

Linseed Oil.—There is no change in the price of linseed oil locally and the prices as quoted last week of 74c per gal. for boiled and 77c per gal. for raw are holding firm. The quotations of the different jobbers are more uniform than they have been for some time, the price cutting being practically eliminated. The condition of the linseed oil market is to say the least, very peculiar. Jobbers state that if the same conditions had existed when business was normal, the result would be dollar oil. As it is now, the jobbers state that it is useless to further advance the price of oil as it will not sell even at the present price, owing to the small demand. It is estimated that only eight per cent. of the flax seed crop in Western Canada has been threshed, and that the percentage of seed crushed to date is only about two per cent. of the amount crushed at this time a year ago. The following prices are ruling on the Toronto markets:

	Per Gallon	
	Raw	Boiled
1 to 2 barrels	74c	77c
3 to 5 barrels	73c	76c
6 to 9 barrels	71c	74c

Turpentine.—An advance of 1c per gallon in the price of turpentine has gone into effect during the past week. This is not due to the local market conditions, but to the fact that the price has advanced on the Savannah markets. A falling off of supplies and an increased

(Continued on page 50.)



A PAINT CHECK

is usually a good one---running up into the dollars, the tens and even into hundreds.

It is business you want to get after, and get after with the **Right** Paint,

B-H "ENGLISH" PAINT

The sort that never comes back **AT** you---but brings the **Customer** back **TO** you for more of the same kind.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90% pure, lb.......... 30
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington UM.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only; Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit. doz. 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz. net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul. No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal... .... 0 20
Drums, gal. ...... 0 17½ ....

BOLTS AND NUTS

Carriage Bolts ($1), list, ¾ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ¾ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$6 50
30-gal. Standard, riveted... 6 75
30-gal. extra heavy 9 00

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 6 50
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 80
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinned, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz..... 2 70
2 gal. jacketed, per doz..... 3 60
3 gal. jacketed, per doz..... 4 20
5 gal. jacketed, per doz..... 4 80
10 gal. jacketed, per doz..... 8 40

CEMENT AND FIREBRICK

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per do., lb. 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 22 00 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 32 00 29 50
Copper sheet, tinned 14x60, 14 oz. ..... 35 00 ....
Copper sheet, planished, 14x60 base. 42 00 31 50
Braziers' in sheets, 6x4 base 32 00 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 28½
No. 7, lb. 0 27½
No. 8, No. 9, No. 10, No. 12 0 27

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $4.00; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.00

CANADA PLATES. Montreal

	Assoc.	Ind.
Ordinary, 52 sheets.	3 25	3 15
All bright, 52 sheets	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 25
60 ..	6 50	6 50	6 50
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

M.L.S. and Famous— Per box

IC, 14x20 base $7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 25
IXXX, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's House Colors

Will increase your paint sales because they sell at a reasonable price and give a satisfaction second to none.

A PURE Linseed Oil Paint

No spurious oils, benzine, water, alkali, or other worthless materials enter into their composition.

They combine the very best and most durable pigments, thoroughly combined with pure, old-fashioned, well-settled linseed oil and the best dryer.

They have been used in every section of the country and for all classes of painting, and have never failed to satisfy the demands of the most exacting customers—**try them and see for yourself.**

Write for our proposition now, lest you forget by putting it off.

MADE IN TORONTO, Canada

Benjamin Moore & Co., Limited

WEST TORONTO, CANADA

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz....... 8 40

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60: flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Drums	0 18½
Tank wagon	0 18

Toronto.

Any quantity, in bbls.	21
Drums, 40-gal., per gal. ...	19
Tank wagon	18½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45

Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over...	0 06½
Napping, up to 2 lbs......	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.......	0 82
Axe, No. 1 hickory, doz....	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

[illegible]ry cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr....		$7 50
R. W. No. 117 P.D. Hanger full set		2 75
R. W. No. 321, per doz. pr.		14 40
Stearns wood track. Special.		
Zenith		9 00
Atlas, steel covered..	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers		5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

[R]ATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 10%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs....	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.80: No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.15: No. 1 and smaller, $4.40: "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60: "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4. $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25: "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 50
Common bar, per 100 lbs.	2 20	2 15
Forged iron, per 100 lbs.	2 45	2 35
Refined iron, per 100 lbs.	2 45	2 55
Horseshoe iron, per 100 lbs.	2 45	2 55
Norway iron	4 75	....
Mild steel	2 25	2 15
Sleigh shoe steel ..	2 30	2 35
Domestic	2 30	2 15
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 35
Toe calk steel	2 85	3 15
Mining cast steel, per lb.	0 07¾	0 08
High speed steel, per lb.	1 00	1 00
Cammell Laird, lb.		0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25

72x30 up to 26 gauge, case lots 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each...	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .... 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each........	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$ 2 [illegible]	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby.....	2 00
Cold blast, common ruby..	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 19
23-gauge, galv. metal lath..	0 21

LEAD

	Montreal	Toronto
Trail, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft..	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.

Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A ...	9 00
New Century, style B ...	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

More Varnish Profits For You

JUST as Young Brothers Decorating Co., Wichita, Kans. are now selling $3,000 worth of Pratt & Lambert Varnishes a year from a $100 start, or as Vining & Borrner, Springfield, Mass., from one case buyers eight years ago now buy hundreds of gallons yearly and expect soon to be carload buyers, so you too can start small with Pratt & Lambert Varnishes and grow big.

The one case assortment of Pratt & Lambert Varnishes and effective advertising matter that goes with it, illustrated above, gives you the chance. It will prove that you can make more varnish profits by handling Pratt & Lambert Varnishes because back of the Pratt & Lambert Varnishes on your shelves will be the same selling forces that have been largely responsible for the successes of these and of other Pratt & Lambert dealers everywhere.

Don't be content to guess that you are now selling the most profitable line of varnishes. Find out! When a line of varnish shows the steady sales growth that Pratt & Lambert Varnishes do — more than three times sales increase on "61" Floor Varnish since 1908 and an almost equal sales increase on Vitralite since 1911, with other Pratt & Lambert Varnishes showing big increases, isn't it worth while to *send for prices on the one case assortment* and prove that you can greatly increase your varnish sales?

PRATT & LAMBERT-INC.
VARNISH MAKERS
24 Courtwright St., Bridgeburg, Ont.
Factories
Bridgeburg, Ontario
New York Buffalo Chicago
London Paris Hamburg

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	[illegible]
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 50
U.S. Navy (American)	9 75
New hemp (English)	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 25

OIL

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb.	0 09
Beaver, lb.	0 08
Coarse, sewer, lb.	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42

Per 400 ft. roll

Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30

Per 100 lbs.

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78

Lapweld

2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

RAZORS Per doz.

Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.
Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)	$2 10
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Compo Certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10
Liquid roofing cement, per gal, in barrels	0 18
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle	$ 3 25
L Handle	3 25

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.
Wood, F.H., brass	75
Wood, R.H., brass	70
Wood, F.H., bronze	70
Wood, R.H., bronze	65
Drive screws	65 10 10
Set case hardened	65 10
Square cap	60 10
Hexagon cap	60 10
Bench, wood, per doz.	$5 00
Bench iron, per doz.	4 25

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge	3 00	2 50	2 50
12 gauge	3 00	2 55	2 55
14 gauge	2 85	2 45	2 55
16 gauge	2 85	2 40	2 35
18-20 gauge	2 85	2 40	2 50
22-24 gauge	2 85	2 50	2 55
26 gauge	2 95	2 60	2 60
28 gauge	3 00	2 75	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 35
22-24	5 45	5 30	5 45
26	5 70	5 45	5 70
28	5 95	5 75	6 95

Premier—14 gauge, $3.90; 16 gauge, $4.00; 18 to 20 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U.S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25. F.O.B. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 15
26 gauge	4 95	4 80
28 gauge	5 45	5 20
10¾ ozs.	5 65	5 60

Add 25c for less than case lots

THREE • • •

REASONS

ELEPHANT LIQUID PAINT has been sold for nearly fifty years—that is proof of its quality.

ELEPHANT LIQUID PAINT retails at a price that attracts the careful paint buyer—most paint buyers want the best value they can get for their money.

ELEPHANT LIQUID PAINT dealers are liberally supplied with complete and attractive advertising—color cards and store features that will sell paint.

RESULTS

MORE paint sales for you—while high-priced paints lie on your competitors' shelves.

MORE profits and customers for you—the life of every business.

MORE prospects of building up a large, successful paint business—the longer you sell ELEPHANT PAINT the better it pays.

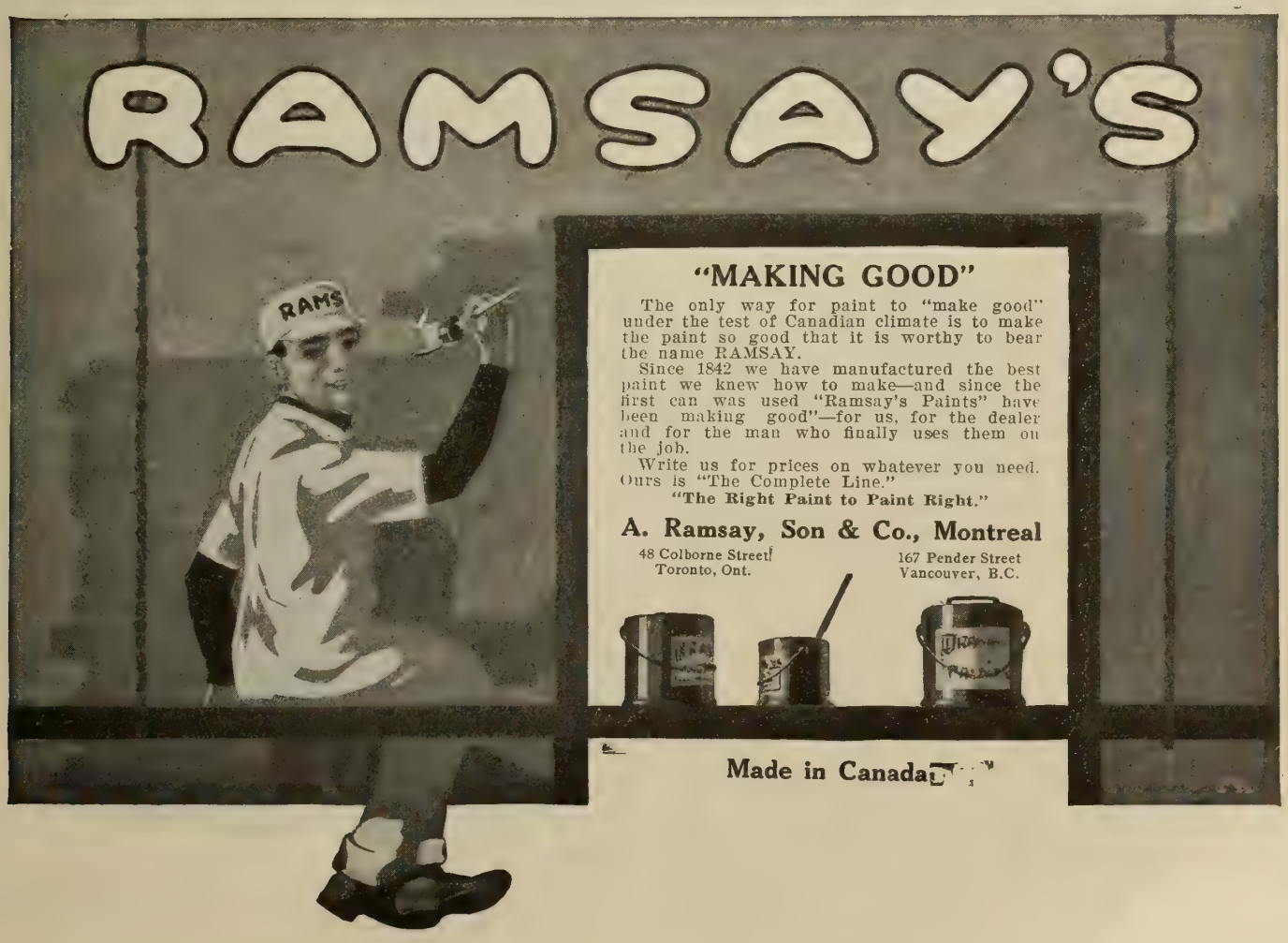
Write for prices and full particulars of the Elephant proposition.

THE CANADA PAINT CO
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL - TORONTO - WINNIPEG - CALGARY - HALIFAX

RAMSAY'S



SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SLIDING SHOES
Onward Sliding Shoes, 40 p.c.

SNAPS
Harness, 25 per cent.

SNOW SHOVELS
Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto
See weekly report.

SOLDERING IRONS
Base, per lb., 33 cents.

SOLDER, WIPING
Acme 0 20
Commercial 0 21
Easy 0 20½
Star Extra 0 23
Strictly standard wiping. 0 23½

SPELTER
See weekly report.

STAPLES Per cwt.
Fence staples, galvanized, in kegs $3 70
Fence staples, galvanized, 25-lb. boxes 3 95
Fence staples, bright, in kegs 2 85
Fence staples, bright, in 25-lb. boxes 2 95
Poultry netting staples, 10-lb. boxes 5 50
Poultry netting staples, 25-lb. boxes 4 95
Poultry netting staples, 100-lb. boxes 4 70
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
500 ft., per lb. 0 08¾
500 ft., per lb. 0 09¼
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 21½
3-ply 0 19½

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 13 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocke, 65 and 5 p.c.; round-way, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 57½%
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE
Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15 $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $2.65; No. 4, $2.70; No. 15, $2.80.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 00	3 41½
No. 9, coil spring..	3 00	3 10
No. 9, plain galv...	2 85	3 05
No. 12, plain galv.	3 00	3 20
No. 13, plain galv.	3 15	3 30
O. & A., No. 10...	2 61	2 51
O. & A., No. 11 ...	2 67	2 67
O. & A., No. 12 ...	2 75	2 75

F.o.b. London; Base, $2.95; No. 9 galv., $2.70; No. 12, galv., $2.85; No. 13 galv., $2.95; No. 9 coil spring, $2.75.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 20
No. 13 .... 3 30
No. 13½ 3 35
No. 14 .... 3 45
No. 15 .... 3 65

WRINGERS—Less 20 p.c.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS, MOP
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 20½	0 19
Part cask	0 21	0 20

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.

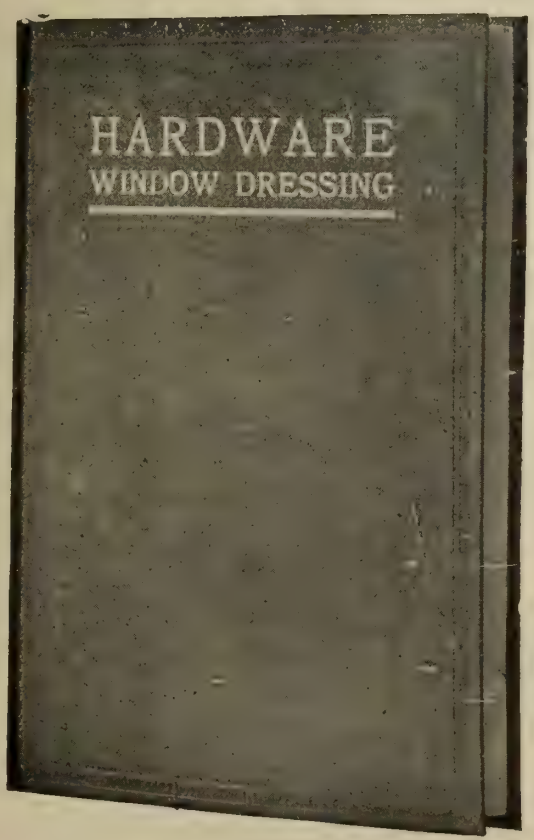
MADE IN MONTREAL

SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street and Acorn Avenue
Montreal, Que.
Vancouver, B C. St. John, N.B.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

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Technical Books, 143-149 University Ave., Toronto

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES.
Weighted, 15 lbs., doz.....$14 10
Weighted, 20 lbs., doz..... 16 89

COATING.
Cement Coating $2 55 2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg..	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs ..	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure..	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White ...	3 80
Jas-Per-Lac floor enamel ..	2 00
Jas-Per-Lac art enamel..	2 85
Mooramel	4 00

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 15
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28
Ground glues, 112-lb. bags— No. 1	0 15
Extra	0 18

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 p.c. ff list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
"r discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated	0 12
Zinc, pure	0 30

WHITE LEAD
(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.
James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor.	9 65	9 80
Elephant Genuine..	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect ..	9 65	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior.	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt. ..	9 25	9 25
Genuine, 100-pound kegs, per cwt. ...	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots..	$19 00
2 lb. pkgs., per 100 lbs....	16 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. pkgs., per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. pkgs., per 100 lbs...	9 35
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure...	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall....	2 00
Elephant	2 05
Fresco Tone	2 15
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100 p.c. Pure	2 30
Moore House Colors	1 85
Ramsay's Pure	2 10
Ramsay's Thistle	1 90
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 30
Sherwin-Williams	2 30

PARIS, PLASTER.
Per bbl. 2 45

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
½-lb. tins, 100 case.		
1-lb. tins, 100 case .		
½-lb. pack., 100 case		
1-lb. pack., 100 case.		
50-lb. drums		
100-lb. drums		
250-lb. casgs		

Prices f.o.b Toronto, Hamilton and London.

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)
Half pint tins, per doz. ... 0 65
Pint tins, per doz. 1 10

PAINT AND VARNISH. REMOVER.
Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.
Montreal Toronto
See weekly report for prices.

SLATING. Gal.
Liquid Slating, B.B. ....$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish ...	2 80
Creo-lac	0 85

VARNISHES
Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil.. Finish	1 55
Dulgloss	3 00
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing.	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing ...	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)
Cream 0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 25

Per 100 lbs.

BE A BUSINESS BUILDER!

Canvass the elevators, machine shops and contractors in your district, take their orders for new equipment, repair parts, or supplies—it's good business for you and it means money for you in commissions.

We are always glad to quote prices and give any information to help you. Your smallest inquiry has our careful attention.

OUR SERVICE IS PROMPT AND EFFICIENT

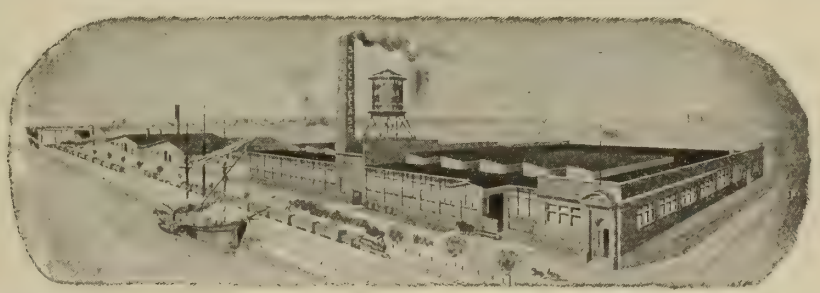
Our stock-on-hand of standard and miscellaneous steel and iron enables us to fill orders same day as received. *We are equipped to make up special orders on very short notice.*

Send for Our Monthly Stock List

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ....$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25 p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50, and 17½ p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk. 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.60, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. .. 7 50

LEAD PIPE, $9..9.0, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL.
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.65 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10% off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 14	$....
1 gal., dome top....	2 60	3 65
2 gal., dome top....	4 05	6 00
3 gal., dome top....	5 20	8 65
5 gal., dome top....	6 46	10 75

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per bbl., $3.75.

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 25
25-lb. rions, per cwt........ 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE.
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 65%; flat head, brass, 70+5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC.. Any lots, 25c.

Black Steel Sheets.
10-12 gauge 3 15
14-16 gauge 3 10
17-24 gauge 3 35
26 gauge 3 45
28 gauge 3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES.
Bright wire, per cwt., $2.90 at Fort William; $3.30 Winnipeg; galvanized staples, $3.35 Fort William; $3.75 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 85% off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 75c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.75; Winnipeg, $3.10; Glidden cattle, Fort William, $2.60; Winnipeg, $2.93; Glidden hog, Fort William, $2.70; Winnipeg, $3.03; Baker, Fort William, $2.58; Winnipeg, $2.90; Alberta Special, Winnipeg, $2.70; plain twist, per cwt., Fort William, $3.10; Winnipeg, $4.40; coil spring, No. 9, Fort William, $3; Winnipeg, $3.10; coil spring, No. 12, Fort William, $3.20; Winnipeg, $3.60; plain galvanized, No. 9, Fort William, $2.95; Winnipeg, $3.35.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg, $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.02; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5¼c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

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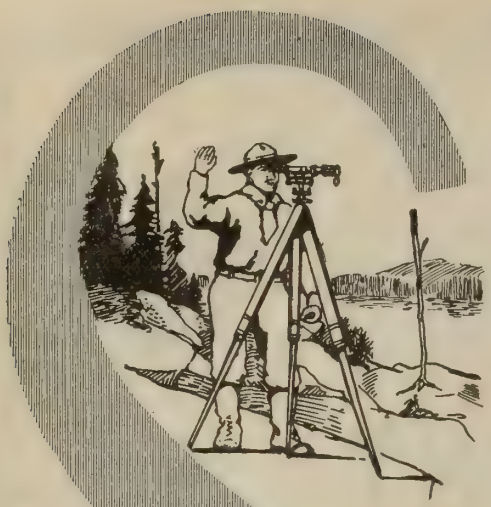

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Give a service and satisfaction that will bring you a larger demand and profit.

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The "PERFECTION" Steel Ankle Support

PAYS A GOOD PROFIT AND WILL INCREASE YOUR SKATE SALES

Weak ankles keep many a person from enjoying the splendid winter pastime of skating.

Stock and boost the "Perfection" Ankle Support — it is just the thing for weak ankles.

The sale of the "Perfection" will lead to many others and you'll realize a material increase in your skate sales as a result, because people who heretofore couldn't skate on account of their weak ankles can get in on this splendid winter sport by wearing this ankle support —the more that skate the more is the demand for skates.

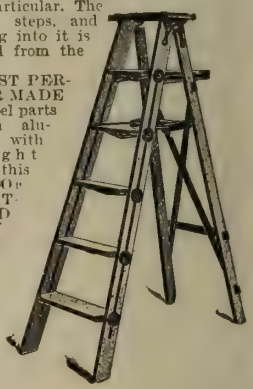
Owen Sound Steel Press WORKS
Owen Sound
Ontario

The STRENGTH of the

"HERCULES" Step Ladder

is all that can be desired by your trade

The "HERCULES" is made right in every particular. The wide top, sides, steps, and all stock entering into it is carefully selected from the finest material.
IT IS THE MOST PERFECT LADDER MADE
All iron and steel parts are finished in aluminium, which, with the clear, bright woods, make this pattern ONE OF THE MOST ATTRACTIVE AND MOST EASY SELLERS ON THE MARKET.
The combination of strength, safety, durability and attractiveness is unexcelled.



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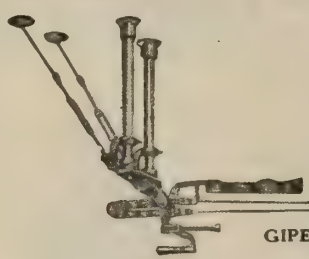
STRATFORD, CANADA



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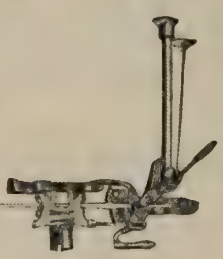

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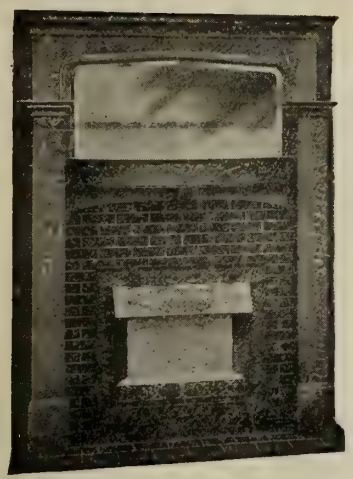

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THE UTMOST IN QUALITY AND SERVICE

A TOP-NOTCH SELLER

Every horse owner will appreciate the serviceable qualities of Ventiplex Sweat Pads—Housings and Saddle Blankets.

The care and attention given to the manufacture of Ventiplex goods guarantee splendid wearing qualities and complete satisfaction.

Their use absolutely prevents gall sores. Ventiplex goods retain their shape, and are easily washed.

Ask for full particulars of this profitable line.

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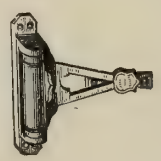
5753 IRON	
3 in	4/3
4 "	6/-
5 "	8/6

5754 BRASS	
3 in	6/9
4 "	10/-
5 "	14/-

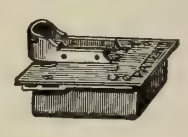
per pair.



5355 IRON	
4 in	23/6
5 "	32/-
6 "	40/-

5356 BRASS	
4 in	40/-
5 "	53/-
6 "	65/-

per dozen.



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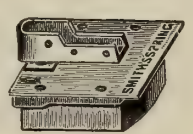
With 2 in. Shoe,
18/- each.



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With 2 in Shoe,
26/- each

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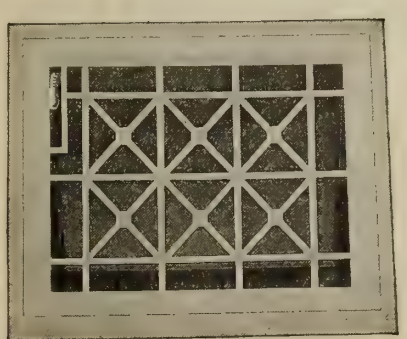

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Ventilating Specialties

ALL STYLES, SIZES AND FINISHES

Tuttle & Bailey Mfg. Co.

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Bridgeburg, Ont. Branch—WINNIPEG

The "Semi-Scale"

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

No. 8000

THERE IS ONLY ONE

"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker.

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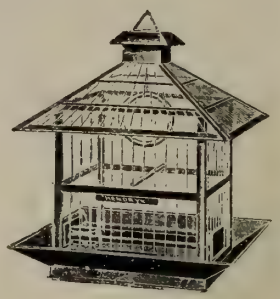
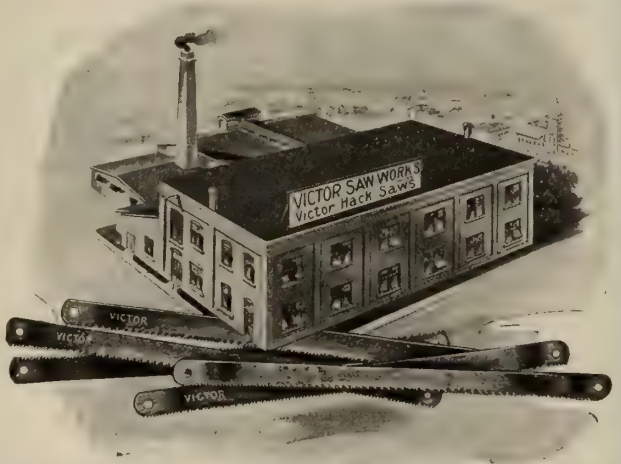


No. 8020

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

THE QUALITY IS THERE



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VICTOR HACK SAWS Get a Box and Try 'em

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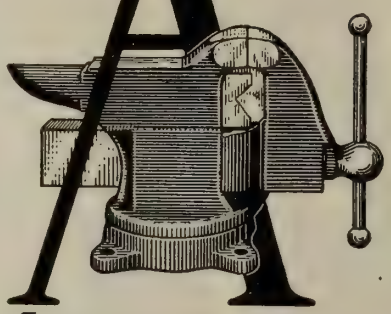

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THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

Send for catalogue of largest and most complete line of vises made.

VISES *A Type and Size for Every Service*

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Rock Island, Illinois

"I can sift ashes now."

Canada Dustless Ash Sifter

makes ash sifting thorough, easy and clean

Permits no waste, cuts coal bills in two, and lasts a lifetime. A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Sell one to a home and you'll soon sell to the next door neighbor, as users invariably recommend them.

Sold by leading hardware dealers.

Write for particulars.

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A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

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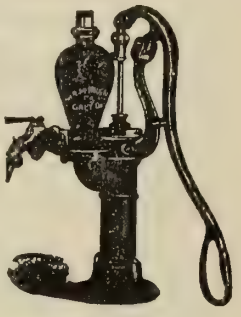
McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



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Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

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Limited
GALT, CANADA

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the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

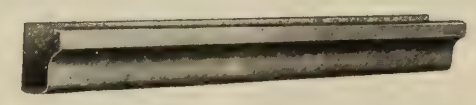
One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods.

The Heller-Aller Company
WINDSOR, ONTARIO

PEDLAR'S "PERFECT" PRODUCTS MADE IN CANADA

Are You Selling Eavestrough and Conductor Pipe?



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PEDLAR'S
Eavestrough and Conductor Pipe

is furnished in a large variety of gauges in galvanized steel or anti-corrosive (Toncan).

Pedlar's Slip Joint Eavestroughs with mitred corner pieces, are easily put together without tools or solder.

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Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

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Peck, Stow & Wilcox Co., Southington, Conn.
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Canadian Consolidated Rubber Co., Montreal.
The Carborundum Co.
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Trimont Mfg. Co., Roxbury, Mass.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

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Laidlaw Bale-Tie Co., Hamilton, Ont.
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National Machinery & Supply Co., Ltd., Hamilton.

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Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
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Steel Co. of Canada, Hamilton.
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The Can. H. W. Johns-Manville Co., Ltd., Toronto.
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MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Andrew B. Hendryx Co., New Haven.
E. T. Wright Co., Ltd., Hamilton.

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Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

Boilers and Radiators.
Gurney Foundry Co., Toronto.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.

Brooms.
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

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Boeckh Bros. Co., Toronto.
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Stevens-Hepner Co., Port Elgin.
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Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Howland, H. S., Sons & Co., Toronto.
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Peck, Stow, & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Pedlar People, Ltd., Oshawa.

Burlap.
G. F. Stephens & Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

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The Stanley Works, New Britain.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

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Soren Bros., Toronto.

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Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

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Soren Bros., Toronto.

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C. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

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Basters, Jackson & Co., Toronto, Ont.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Carriers, Manure.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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MacKenzie Bros., Winnipeg, Man.

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McKinnon Chain Co., St. Catharines.

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Metallic Roofing Co., Toronto and Winnipeg.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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MacKenzie Bros., Winnipeg, Man.

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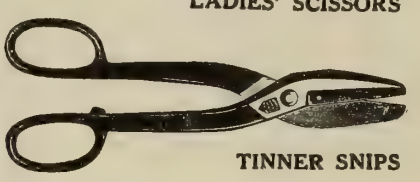

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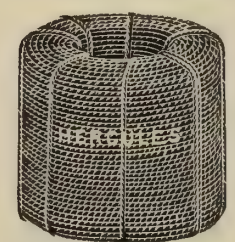

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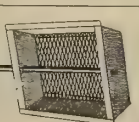

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MacKenzie Bros., Winnipeg, Man.

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The Stanley Works, New Britain Conn.

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Excelsior Plate Glass Co., Toronto.
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Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
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G. F. Stephens & Co., Winnipeg.
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A. Shaw & Son, London, Eng.

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G. F. Stephens & Co., Winnipeg.

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Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Cleveland Stone Co., Cleveland.
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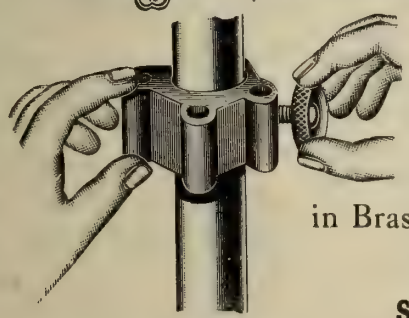

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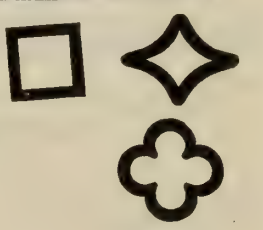

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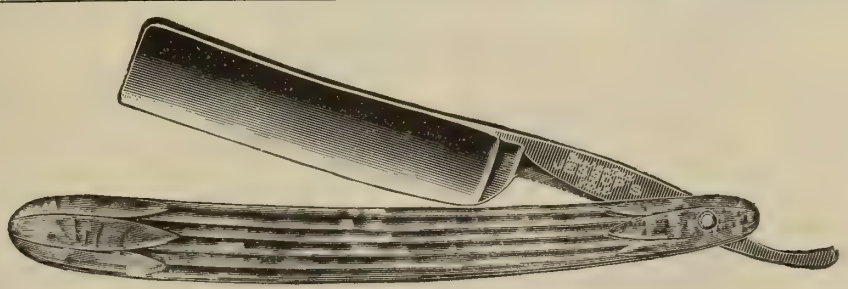

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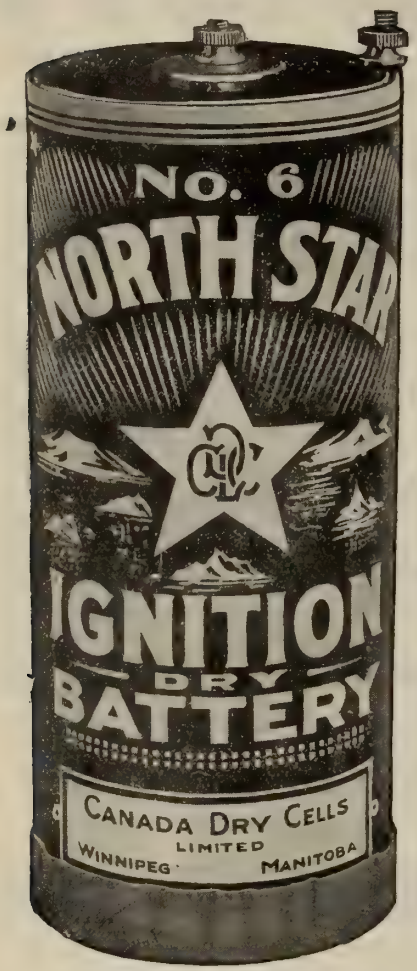

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"Canada's Opportunity," by *Agnes C. Laut,* a powerful article on financial and trade conditions arising out of the war.

"Tryst," by *Alan Sullivan,* a short story that for sheer perfection of style equals anything that Mr. Sullivan has ever done.

"The Wicked Partner," by *H. F. Gadsby,* a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse,* a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert,* an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by *W. A. Craick,* an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and *our Review of Reviews Department, which contains condensed versions of the best articles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of such value that you need MacLean's for this department alone. There are twenty articles in the October issue carefully selected as the most informative and interesting, published the world over.*

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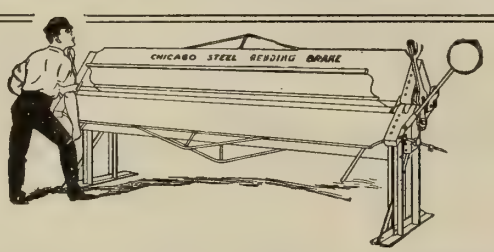

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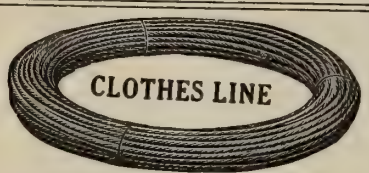

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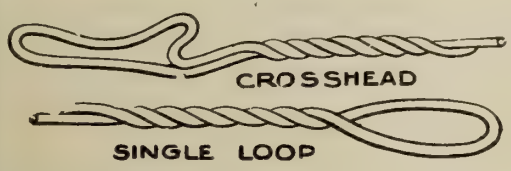

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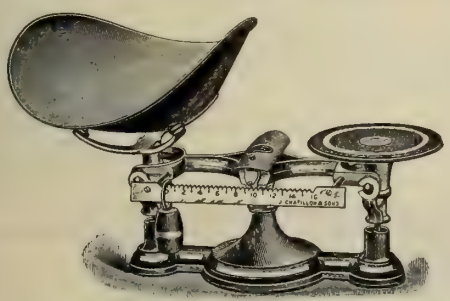
Every housewife needs an accurate scale when she starts her preserving. Success in preserving is not so much a question of recipes, as it is of the proper quantity of different ingredients. Your customers will be sure to have what they want if you sell them

CHATILLON SCALES



Their enviable reputation has been earned by their accuracy, reliability, durability and high-grade construction.

Chatillon Scales have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Write to us for illustrated catalogue or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

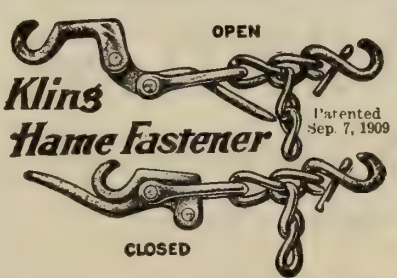
Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY
56 Colborne Street Toronto, Ontario
SALES AGENTS

"It is my opinion that for big game the Ross .280 Rifle is the best in the world."

B. K. Miller, Wild Rose, Wis., U.S.A.

Mr. Miller adds:—"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

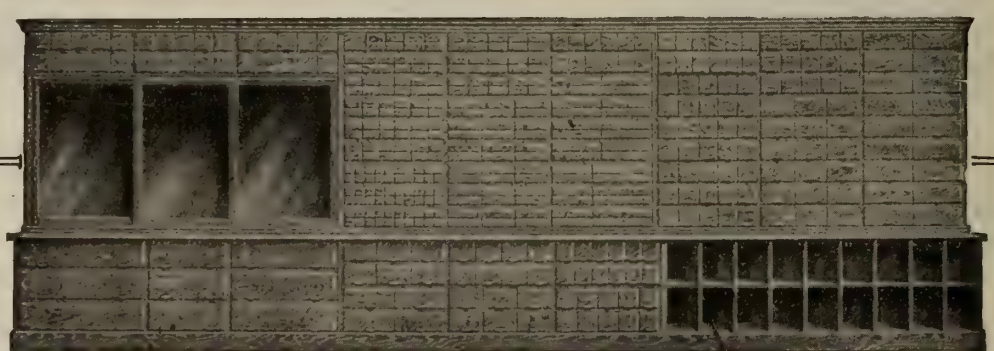
Dealers find this rifle, which is enthusiastically praised by the keenest Canadian as well as American sportsmen, a valuable addition to their stock.

The Ross .303 Sporting Models are also very popular.

Their accuracy and reliability combined with their comparatively low price make them universal favourites.

Another good seller is the Ross .22 Cadet Rifle. It is adopted by the Government for Cadet Corps, and is a strong, reliable and accurate arm suitable for the roughest use on camp or trail.

ROSS RIFLE COMPANY - QUEBEC



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

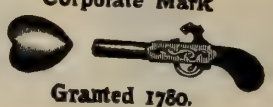
Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

ALUMINIUM
ALLOYS IN STOCK

(Casting Bulletin on Request)

THE
British Aluminium Co.
of London, England Limited
60 W. FRONT ST., TORONTO

Corporate Mark
STAMPED ON THE

GENUINE ARTICLE
Granted 1780.

Jonathan Crookes & Son
Sheffield, England
PEN, POCKET & SPORTING KNIVES, RAZORS, &c.
For Sale by Leading Wholesale Houses

Sell "HOYT FROST KING" once

It's a BABBITT they'll come again for

The first trial will convince your customers that "Hoyt Frost King" is a metal extraordinary. It stands up to heavy duty in a way that wins the endorsement of every user.

You will not only control the babbitt sales in your vicinity —you will sell other goods through the connection you build up by supplying this babbitt regularly.

ANNUAL SALES OVER $5,000,000.

Manufactured by

Hoyt Metal Company

Factory and Offices :
EASTERN AVENUE and LEWIS STREET
TORONTO, ONTARIO

New York, N.Y.; London, Eng.; St. Louis, Mo.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

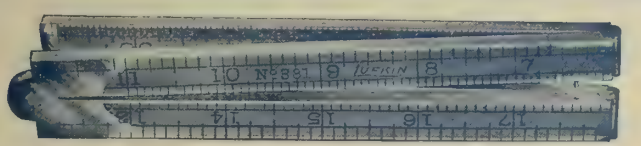
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

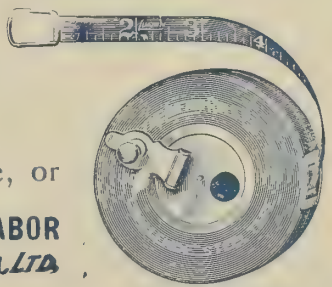
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

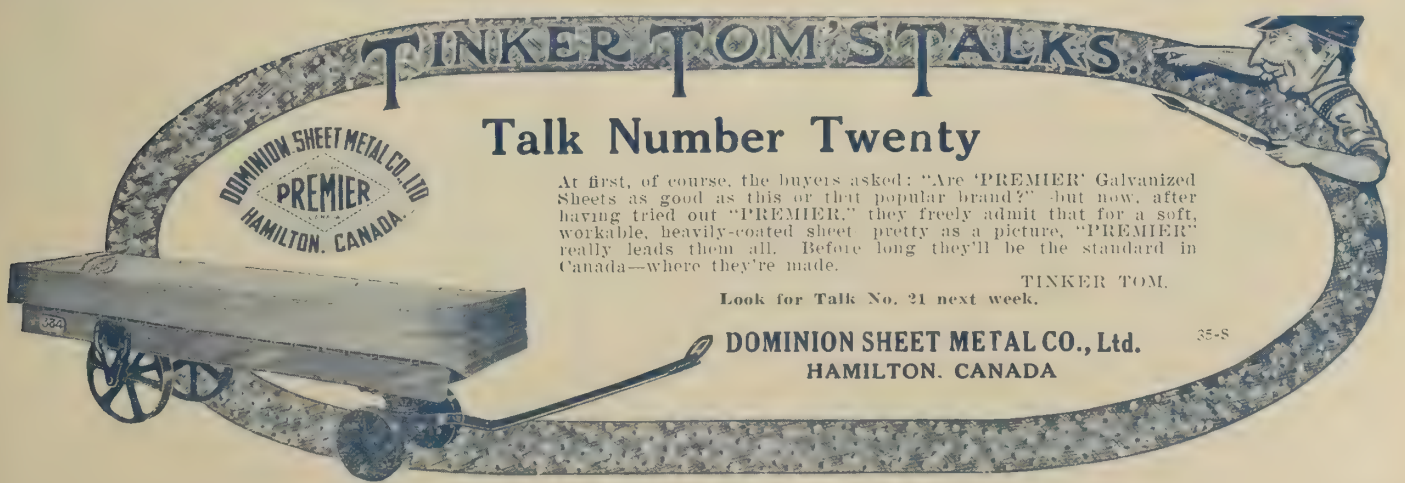
MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS



Talk Number Twenty

At first, of course, the buyers asked: "Are 'PREMIER' Galvanized Sheets as good as this or that popular brand?" but now, after having tried out "PREMIER," they freely admit that for a soft, workable, heavily-coated sheet pretty as a picture, "PREMIER" really leads them all. Before long they'll be the standard in Canada—where they're made.

TINKER TOM.

Look for Talk No. 21 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

35-S

McGLASHAN, CLARKE CO., LIMITED. "SAXON" PATTERN

IT has remained for Canadian designers to produce and Canadian workmen to complete the beauty and high quality standards set by the "Saxon" pattern of McGlashan, Clarke silver plate.

McGLASHAN, CLARKE CO., LIMITED

NIAGARA FALLS, ONTARIO

FEATURING MOTOR ACCESSORIES AND SPORTING GOODS

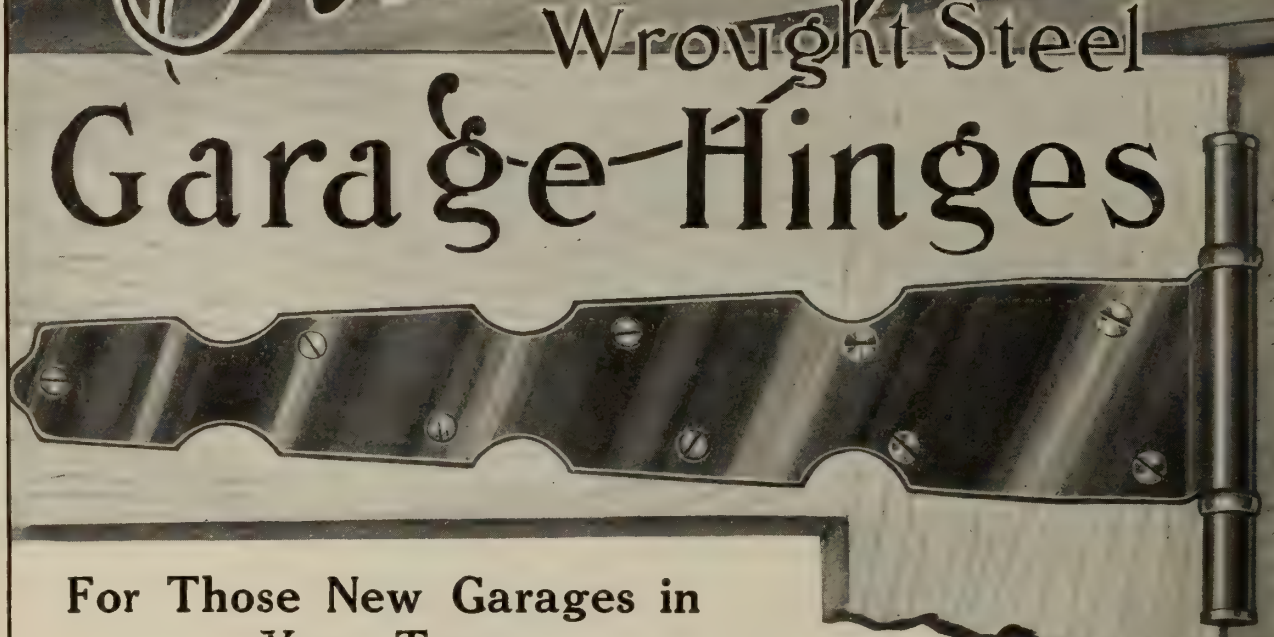
HARDWARE AND METAL

Vol. XXVII No. 43 PUBLISHED EVERY SATURDAY SINCE 1888 THE MACLEAN PUBLISHING COMPANY, LIMITED October 23 1915

PUBLICATION OFFICE: TORONTO, CANADA

THE B. GREENING WIRE CO., LIMITED
HAMILTON, CANADA

Stanley's Wrought Steel Garage Hinges



For Those New Garages in Your Town

10—24 and 36-inch sizes.

Equipped with Stanley Patented Ball-Bearing Washers.

No. 1457—10 and 24-inch ornamental strap; 1 1-16 inch offset for wood.

No. 1458—36-inch corrugated strap; 1 1-16 inch offset for wood.

No. 1459—36-inch corrugated strap; 2¼-inch offset for brick and concrete.

These Hinges are made of highest quality Wrought Steel, designed to meet the requirements of heavy garage doors. The Ball-Bearing Washers permit the door to swing smoothly and easily, and are so constructed that the case-hardened tool steel bearings are protected from dust and moisture, making oiling unnecessary. Each bearing will support a crushing weight of 2,000 pounds.

These hinges permit closing the doors tightly, which is impossible with hangers.

We manufacture complete "Trim" for the garage door, and shall send catalog "W" on request.

Dust and Moisture Proof Ball-Bearing Washer. Patented.

Taken Apart to show Construction

MADE BY THE

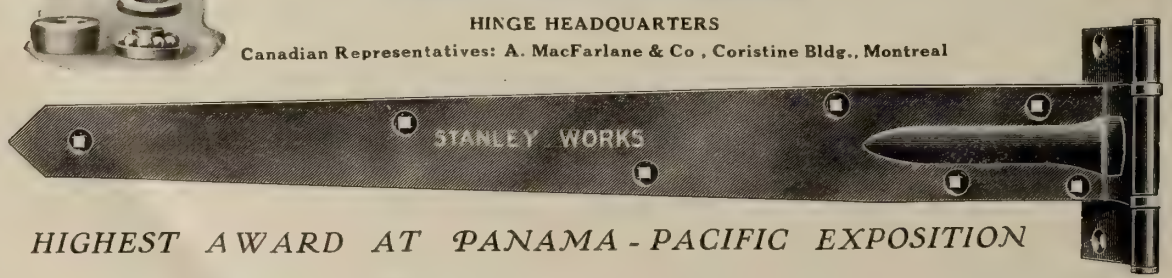
STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT

NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representatives: A. MacFarlane & Co , Coristine Bldg., Montreal



HIGHEST AWARD AT PANAMA-PACIFIC EXPOSITION

Have You Seen the New Champion Jewel UNION SCALE?

¶ **NOTICE THE HEAVY RIM ON THE BOTTOM OF THE SCOOP.**

¶ This new scoop will stand on the counter, or the floor, **without tipping or spilling the contents.**

¶ **FILLS A LONG-FELT WANT.**

¶ **The most convenient type of scale for Hardware Dealers' use.**

¶ Scoop capacity—½ oz. to 30 lbs.
Platform capacity—¼ lb. to 240 lbs.
Size of platform—10 x 13½ inches.

¶ Chilled Steel Pivots and Bearings, Heavy Levers and Frame.

¶ One of the most popular and most generally useful scales ever made.

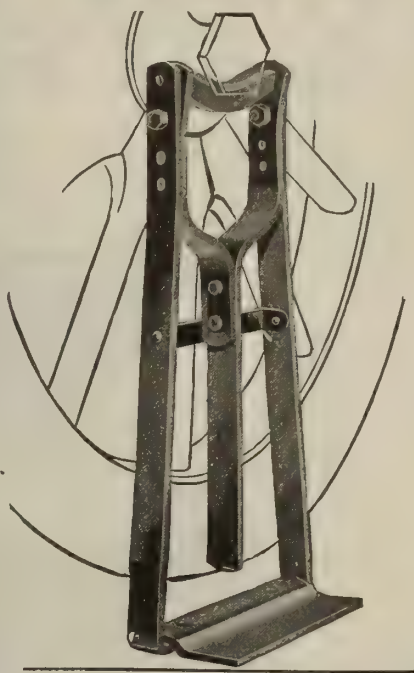
Ask your Jobber for the No. 9 Champion, with new style scoop, and take no substitute.

Made in Canada by

The Burrow, Stewart & Milne Company, Limited

Hamilton Toronto Montreal Winnipeg

TIME TO GET BUSY



on "R-W" 501 STORAGE JACK and TIRE SAVER

Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel—cannot crack. Car is lifted or lowered in twenty seconds.

Leather-lined yoke.

THOUSANDS IN USE GIVING PERFECT SERVICE

Retails in Ontario at $4.00 per set of four. Sell easy—good profit.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

"P.&W. Co." SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

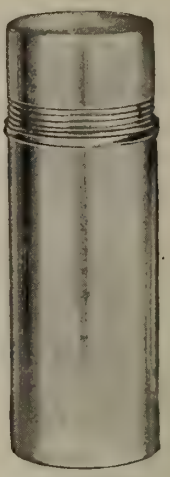
If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

UNIVERSAL
MOTOR ACCESSORIES

Make your motor accessories department a paying one by carrying only goods of known merit and with a reputation for quality. UNIVERSAL Vacuum Specialties will meet the demands of your most discriminating customers and will pay you a liberal profit on your investment.

UNIVERSAL
Vacuum Bottle.
No. 80 Half Pint.
No. 81 Pint.
No. 82 Quart.



UNIVERSAL
Vacuum Food Jar.
No. 811 Pint.
No. 812 Quart.

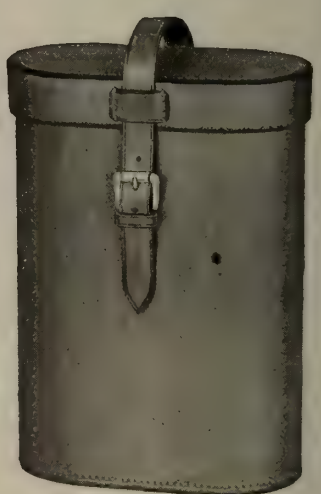
UNIVERSAL
Club Lunch Set
Pint and Quart Sizes

UNIVERSAL
Vacuum Butter Jar.
No. 800 Half Pint.

UNIVERSAL
Nested Drinking Cups
Sets of two, four and six cups.

UNIVERSAL
Leatherol Carrying Case.
For 1 Bottle and 1 Lunch Box or 2 Bottles. Pint and Quart Sizes.

UNIVERSAL
Motor Combination Case.



UNIVERSAL
Sole Leather Carrying Case
No. 611 For 2 Pint Bottles.
No. 612 For 2 Quart Bottles.

UNIVERSAL **For Prices, Etc., Write to Your Jobber or Direct to Us.** UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

DISSTON HAND SAWS

Hand Rip and Panel Saws

Flooring Plumbers' and Stair Builders'

Back and Compass Saws

LEWIS BROS., LIMITED

MONTREAL

Write Us For Further Information

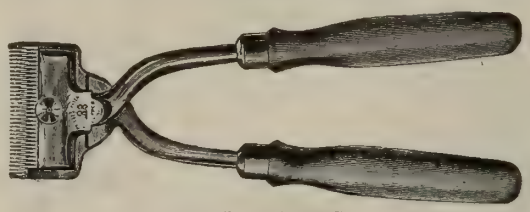
We Are Quick Shippers

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.

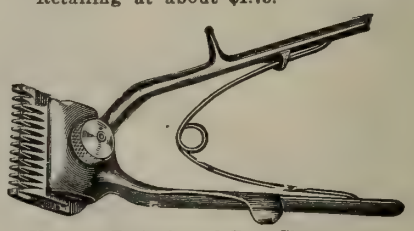


BALL BEARING
Retailing at about $2.50.

NEW MARKET PATTERN
Retailing at about $1.75.

LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

SELL THE BETTER Household Brushes

You cannot carry a better line of brushes than "Keystone."

Whether it is a shoe brush, a scrub brush, right up to a shaving brush, if it bears the "Keystone" it is a brush you can hand to your customer without qualifying statements. There are many kinds of brushes, but only one quality.

And the prices will interest you. Write for them.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Brooms, and the rest of the famous Keystone line.

SAVOY BREAD BOXES

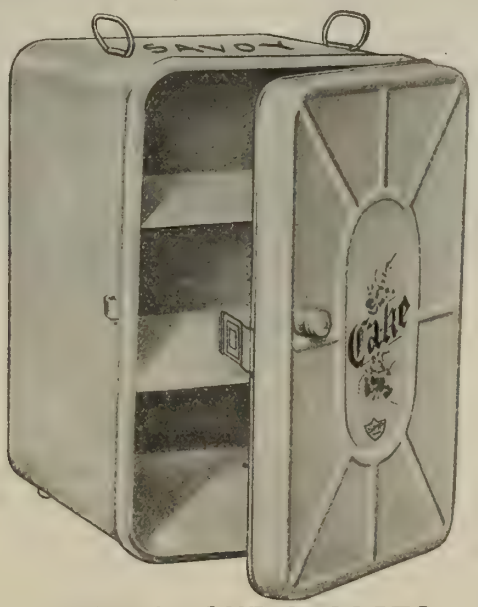
No. 5—Size, inches 13 x 9½ x 7
No. 15—Size, inches 13 x 9½ x 10¼
No. 25—Size, inches 15½ x 10½ x 12
No. 35—Size, inches 18 x 12¼ x 13¾
Round Corners — Seamless Covers.
Two Finishes—White Enamel and Pearl Grey.

SAVOY CAKE BOXES

No. 350—Size, inches 18 x 12¼ x 13¾
Round Corners — Seamless Covers.

Trays — Round Cornered — 6 inches deep.

Two Finishes—White Enamel and Pearl Grey.



SAVOY CAKE CLOSETS

No. 3500—Size, inches 12¼x13¾x18⅜
Round Corners — Seamless Doors.
Shelves — 22 gauge tinned iron.
Two Finishes—White Enamel and Pearl Grey.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

BRAND OF SILVERWARE

Is absolutely guaranteed as to Quality.

Our new patterns in both Flat and Hollow Ware are very complete.

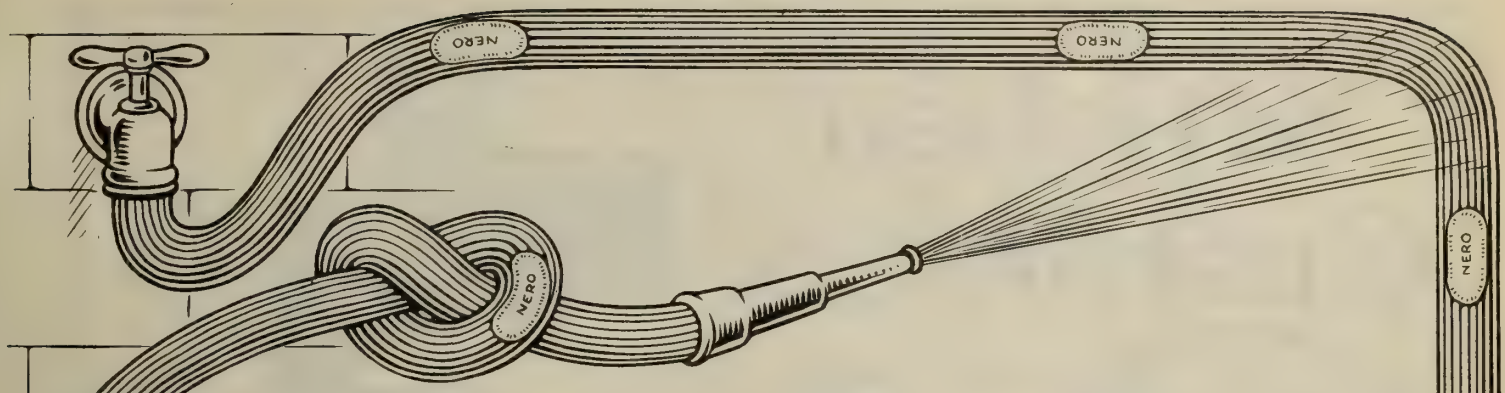
Do not place your Christmas Order for *Silverware* elsewhere until you see what we have to offer.

It will pay you to wait.

Canadian
Wm. A. Rogers,
Limited

Factories and Salesrooms :
570 West King Street, Toronto.

Western Branch :
Hammond Bldg., Albert Street,
Winnipeg, Man.



Hose Service for Your Customers

Your customers put it up to you to sell them satisfactory goods. They know you don't *make* the articles you sell; but they figure you ought to use your experience and knowledge to protect them against trouble and dissatisfaction.

If you sell a customer *one* article which is unsatisfactory—which does not give him good service—he may discount *everything else* in your store.

So the Garden Hose you sell must be the best. It must not kink; the inner rubber tube must not harden and crack prematurely; the cover must stand dragging over rough surfaces without cutting or tearing.

Goodyear "Nero" brand hose meets all these requirements. It is a woven hose—the thread is woven right into the hose during manufacture by special machinery. Thus there are no joints or seams, and the hose is absolutely non-kinking.

"Nero" comes in continuous lengths up to 500 feet. That means you can sell your customers any length they require without having short, unsaleable lengths left over at the end of the season.

"Nero" is made ½ inch and ¾ inch diameter.

"Reliable" Brand

"Reliable" is a high-grade garden hose of "wrapped" fabric construction. The fabric is stitched together at the edges—not just stuck. This hose is made by the same expert men and methods as "Nero" hose. Comes in 50-foot lengths. Made ½-inch diameter, 3 and 4 plies; ¾-inch diameter, 3, 4 and 5 plies.

Goodyear Garden Hose has been extensively advertised to the consumer by means of attractive copy in newspapers. This advertising campaign will be continued next season.

THE GOODYEAR TIRE & RUBBER CO. OF CANADA, LIMITED

Head Office: Toronto, Ont. **Factory: Bowmanville, Ont.**

Branches: Vancouver, Calgary, Edmonton, Regina, Winnipeg, Hamilton, Toronto, Ottawa, Montreal, St. John, N.B.

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

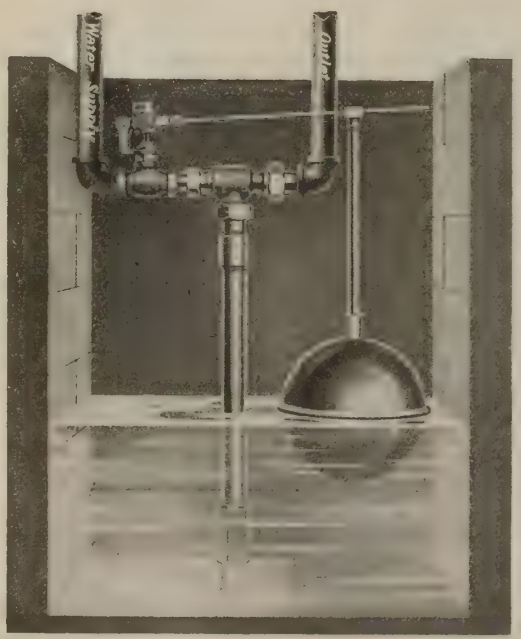
AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

MORRISON
Automatic Cellar Drainer



The most efficient cellar drainer on the market. Simple and durable.

Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. West, TORONTO

WROUGHT PIPE

BALE TIES

WIRE BOLTS AND NUTS

IRON AND BRASS SCREWS

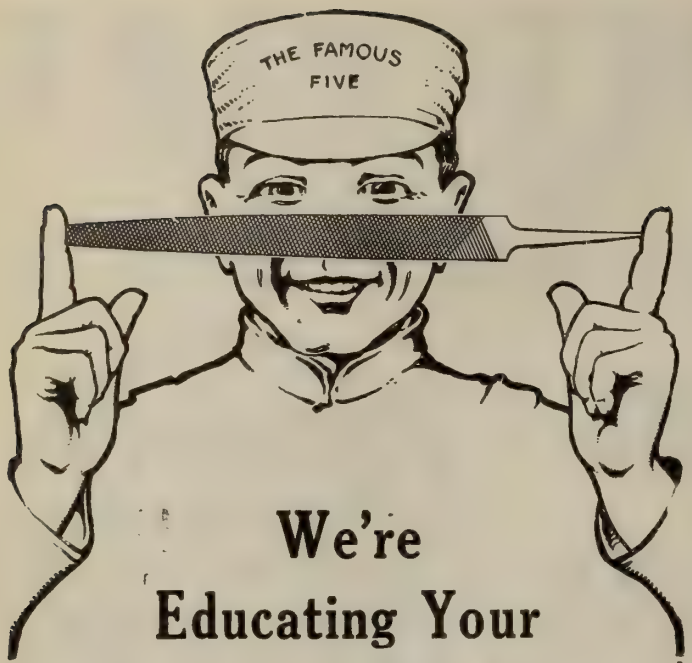
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM & Bell) (MRM)
Putty.

QUALITY GUARANTEED ***PROMPT SHIPMENTS***

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX



We're Educating Your Customers For You

—teaching them the economy of discarding a file when it is half worn.

In all the papers worth while, circulating among the big file users, we're running a consistent advertising campaign year after year.

And with this behind you it should be a simple matter for you to impress upon your customer that he is losing money by using a file after it has reached its "inefficient" point.

And you'll be able to sell two files where you now sell only one—

But, to keep the good-will of your customer, see that he gets one of the following brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

Over 90% of the files used in Canada are our output.

Over 10,000 dealers stock them.

They pay a good margin of profit and you get a quick turnover.

See that you get your share of Canada's file requirements.

Nicholson File Company
Port Hope (JOBBERS EVERYWHERE) **Ontario**

"COMFY"

Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited
TORONTO, CANADA

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

"Metallic" Building Materials

Die-Stamped Eavetrough Saves You Money!

The "M.R.Co." Lines of TROUGH AND PIPE Are Winners All Through

Let us have your next order—you'll be well pleased

NOW BOOKING FOR SPRING SHIPMENT

Get our Spring Shipment Proposition—It's attractive.

WE ARE MAKERS OF THE CONNER ALL-STEEL CONDUCTOR HOOK.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

No. 1000

No. 5000

CELEBRATED I·XL RAZORS

Manufactured by

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

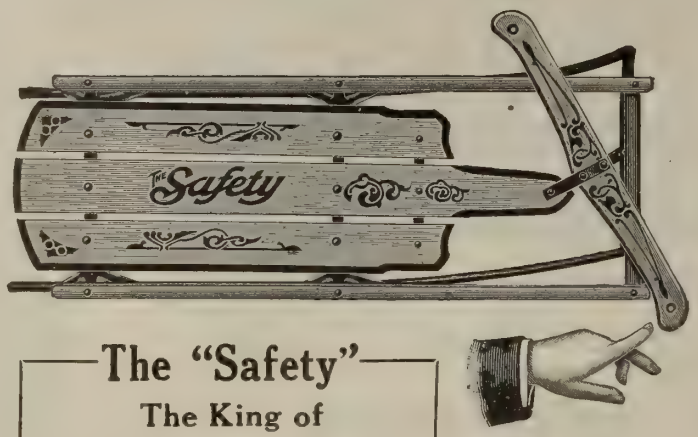
Every razor fully guaranteed. The grinding, etching and finish, is all that the highest grade of workmen can obtain.

All leading Jobbing houses carry a full range of these lines, in all sizes and styles.

No. 2000

No. 0534

A. MACFARLANE & COMPANY, Montreal, Canadian Representatives.



The "Safety"

The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

MADE IN 6 SIZES
1915 Price List

Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

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The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

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The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

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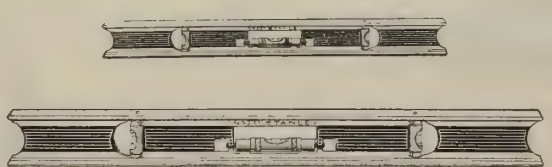
1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

Canadian-Warren Axe & Tool Co., Limited

St. Catharines, Ontario

Stanley Tools



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Send for special circular giving complete description.

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INSPECTION in modern factories has become so rigid that the accuracy of workmanship is measured to the thousandth of an inch.

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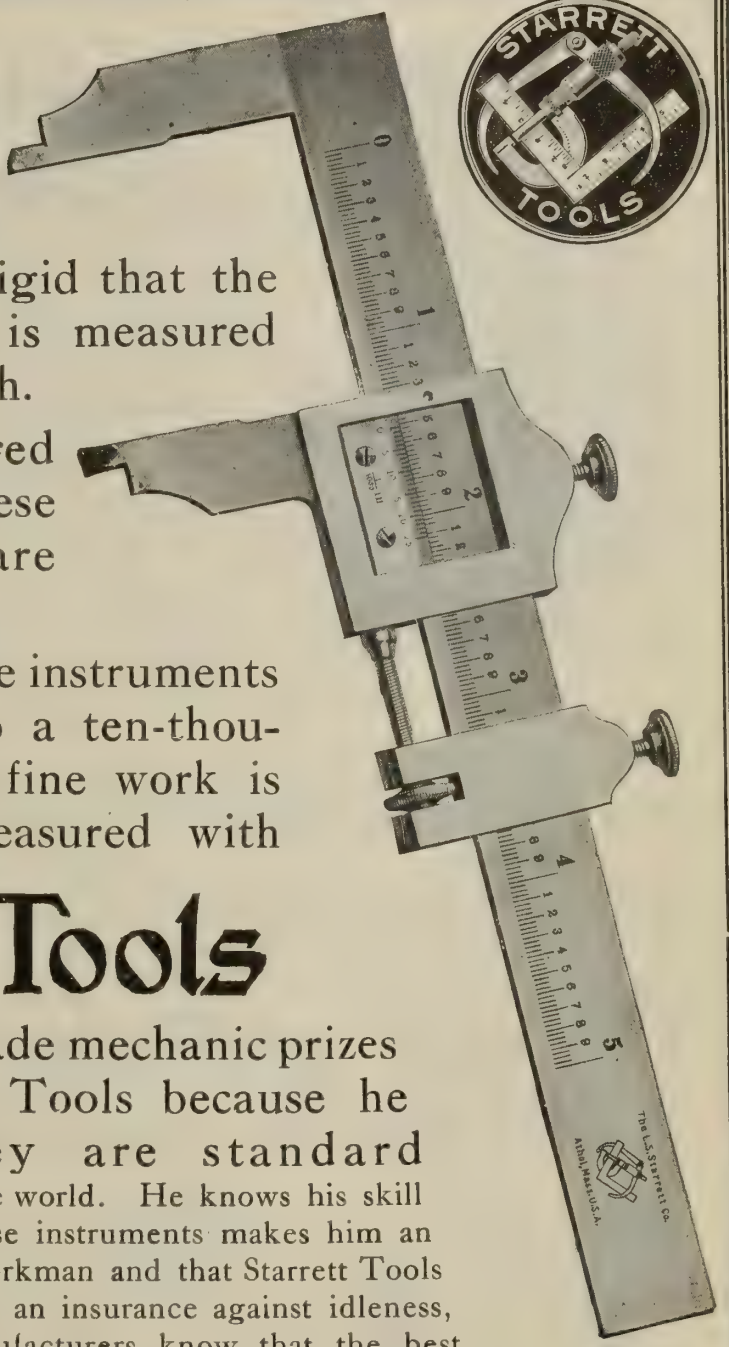

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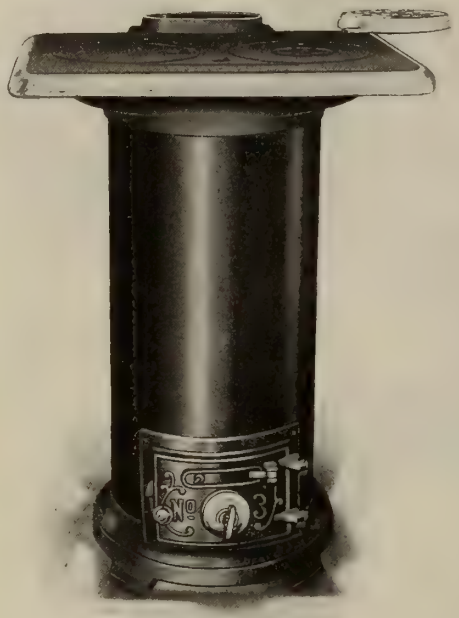

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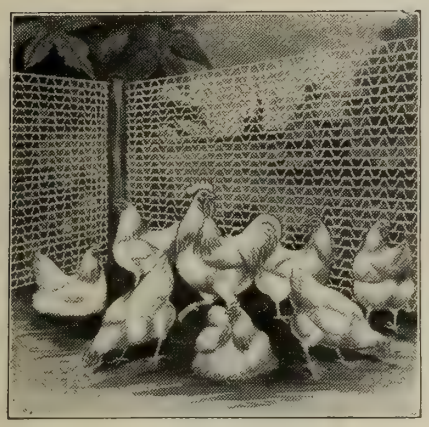

Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

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Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

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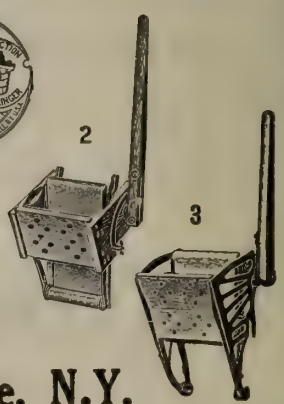

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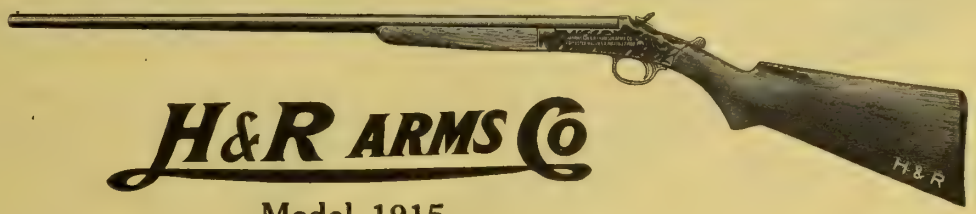

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A Good All-Purpose Gun—A "Dandy" Side Arm
Calibers .22 and .44 or .22 and .410
Lengths of barrels, 12, 15 and 18 inches
Stock adjustable to any "drop"—folds up—or detaches. Holster hangs on shoulder (over or under coat). The Game Getter is easily carried—the small weight is not noticed—and it is ready for instant action. A Pull on the stock swings it to and locks it at desired drop, making a gun of full proportions—as true, as steady and reliable as any gun made. A push on the striker sets it for either firing pin. Either barrel is used without change of sights or adjustment.
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It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

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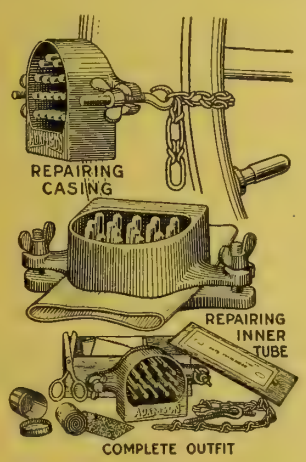

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Awarded

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At the

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Made in three sizes.

OUR NO. 10 IS A NEW SIZE—NEW DESIGN.

Diam. 15 in. Height 20 in. Capacity 11 gallons.

¾ in. rim at bottom. Heavy steel hoop, ¼ in. thick, 2 in. wide, AT TOP.

When a scavenger empties a can, he turns it upside-down, and slams the top edge of the can down in the garbage wagon. That is why we protect the TOP EDGE of our cans with strong steel rims.

Write for particulars and prices of our line of "WRICO" Garbage Receptacles.

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(Don't forget our new "Cricket" Lantern with Crystal, Ruby, Green and Blue Globes)

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We manufacture all kinds of lumber tools. Light and Durable.

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28 "Service" Branches Throughout Canada.

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 23, 1915. No. 43

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With the Pexto Plier Display you can put the best sellers of a famous line where they'll attract trade without taking up a lot of room and with no effort on your part.

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Goes anywhere in the store, in the window, on the wall, on the counter—it stands or hangs.

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High-Grade Genuine Charcoal Plates
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HARDWARE AND METAL

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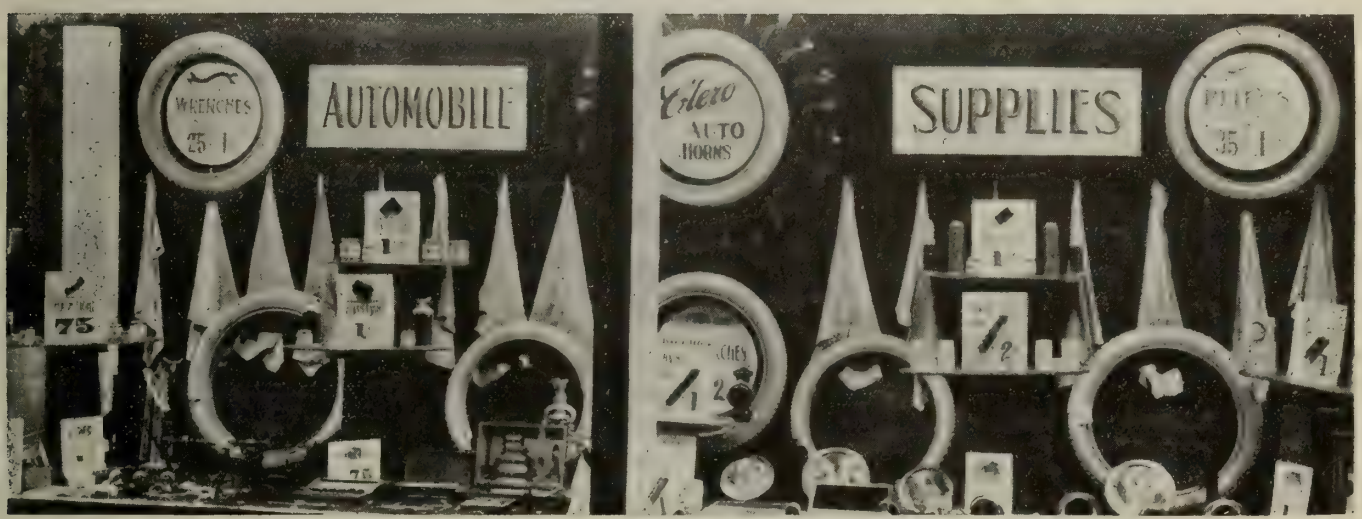

Details regarding the above excellent dislay of auto accessories are given in the accompanying article.

Suggestion for Auto Accessory Display

How the Above Practical Display Was Arranged — Importance of Auto Accessory Line—5 and 10 Cent Store Selling Parts for Cars—Good Demand in Some Places.

DESPITE the fact that the auto accessory line is a comparatively recent addition to the numerous lines of goods now being stocked by retail hardwaremen, many exceptionally attractive and practical window displays of auto accessories have been arranged by Canadian window trimmers. The display shown in the accompanying illustration, arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, is a very effective, and yet an easily made display, from which the average window trimmer can secure many valuable suggestions for future displays.

The various articles shown are those in which the autoist is particularly interested and include, tires, chamois, wrenches, pumps, jacks, horns, lamps, tool kits, polishes, oils, dry cells, spark plugs, scrapers, files, chisels and many other articles which come under the category of auto accessories.

The background of the display, although simply made, is very attractive. In the centre of the background, there is a display of wrenches surrounding an auto tire. A circular show card surrounded by the tire features auto horns. The large show cards, "AUTOMOBILE SUPPLIES," fit in nicely on the background and fill up the space between the centre display and the tires, etc., on either side. Chamois suspended from small nails also help to form a suitable background.

Five display stands have been used to display package goods including polishes, oils, greases, etc. On the floor of the window is shown a wide assortment of accessories ranging from individual tools to complete kits. Lamps, pumps, etc., are also shown on the floor of the window.

Use of Show Cards

One of the most striking features of the window, however, is the neat and attractive manner in which electrical flash lights of various kinds have been displayed on neat show cards giving the names of the articles and also the price. The flashlights have been attached to the cards with fine wire. Spark plugs have also been featured in the same manner.

Any window trimmer who can do showcard writing can make attractive display cards similar to those shown in the display.

Five and Ten-Cent Stores

The auto accessory line, in the future will be one of the most important lines carried by retail hardware firms. With the growth of the auto industry, and the large annual increase in the number of auto owners in Canada, the demand for accessories will become greater as the years pass by.

Even the syndicate stores are taking notice of the growing demand for auto accessories. An American automobile trade journal tells of a 5 and 10-cent

store in Philadelphia, that has a special counter, on which are displayed parts for Ford cars. The journal says in part:

"The automobile industry is certainly being standardized and will soon be on a par with sewing machines, tooth brushes and other quantity production manufacturers. A recent trip through a five and ten-cent store in Philadelphia brought to light the fact that one ten-cent counter was devoted exclusively to the sale of parts for Ford cars at ten cents each. Here was displayed such articles as bow sockets, piston rings, grease cups, valves, and a dozen other parts for the well-known car. This is said to be the first store in Philadelphia to handle automobile parts on a ten-cent counter."

The very fact that the five and ten-cent stores are stocking accessories shows that there must be a big demand and a ready sale for such goods.

Buyers for five and ten-cent stores make a close study of market conditions, and the needs of the public and when they take on a new line it is because there is a demand for the goods. But there are hundreds of articles needed by the autoist which cannot be sold by the five and ten-cent stores, and these lines, most of which will bear a good margin of profit are the ones for which there will be a big demand through hardware stores.

Many hardware firms have been carrying auto accessories for several years past, and have worked up a big trade in this line. Other firms have started recently in a small way, while there are a great many who contemplate adding the line in the near future.

The success or failure of an auto accessory department will depend largely upon local conditions and the efforts devoted to the line by the merchant. In a district where there are very few automobiles it would be very unwise to put in a heavy stock of auto accessories. Unless there is a need or demand for goods there is no justification for a merchant putting in a stock unless the merchant is of the opinion that a demand for the goods can be worked up.

There are no doubt some retail merchants who would not be justified in putting in a stock of auto accessories, but on the other hand there is danger of other merchants overlooking opportunities which do exist.

Full hunting goods window arranged by W. A. Schaefer for M. Weichel & Son, Waterloo, Ont. The background consists of two hunting scenes supplied by a manufacturer of ammunition; two arches covered with green crepe paper and evergreen branches. Small shelves attached to the arches are used for holding packages of cartridges, etc. Six red, white and blue electric lamps have been fitted in the arches, and when illuminated present a very attractive appearance. The floor of the window is covered with leaves, among which are displayed boxes of ammunition, etc. A tree may be seen in one corner of the window. Directly in front of the tree a fire-pot is suspended by an iron chain from tree branches. Below the fire-pot a fire-place has been built of sticks, branches, etc. Below the pot and surrounded by fuel, but not exposed to view is an electric fan with red streamers attached. When in motion the streamers give the appearance of flames. A ruby electric light globe is used at night to give a red glare. The tent, supposed to be the camper's headquarters, is flying the British flag, and also has a lantern hanging on the outside. Other articles used to give the display a distinctly hunting atmosphere are logs, stumps, squirrels, birds, etc.

CANADA'S GRAIN CROPS

The Census and Statistics Office this week issued its monthly report on the field crops of Canada, based upon returns made by crop-reporting correspondents at the end of September.

For wheat, oats, rye and flax the provisional estimate now issued shows yields higher even than those reported a month ago; but in the case of barley and oats the present estimate is less than that of August 31. The total wheat crop of Canada is now placed at 336,258,000 bushels from 12,986,400 acres, representing an average yield per acre of 25.89 bushels. This total is 174,978,000 bushels more than last year's inferior yield of 161,280,000 bushels, the crop this year being therefore more than double, or 108 per cent. more than that of last year. It is 104,541,000 bushels, or 45 per cent. in excess of the previous highest yield of 231,717,000 bushels in 1913 and 140,232,000 bushels or 72 per cent. in excess of the annual average yield of 196,026,000 bushels for the five years 1910 to 1914. Of oats the revised total yield is 481,035,500 bushels from 11,365,000 acres, an average per acre of 42.33 bushels. Barley comes out at 50,868,000 bushels from 1,509,350 acres, an average per acre of 33.70 bushels. Rye is now 2,478,500 bushels from 112,300 acres, or 22.07 bushels per acre, and flaxseed 12,604,700 bushels from 1,009,600 acres, or 12.48 bushels per acre. In the three Northwest provinces the estimated yield of wheat is 304,200,000 bushels, and of oats 305,680,000 bushels. The remaining grain crops of Canada, whose yields are now reported on for the first time this year, are as follows: Peas, 3,240,400 bushels from 196,210 acres, an average of 16.52 bushels per acre; beans, 594,000 bushels, 43,310 acres 13.71 bushels per acre; buckwheat, 8,101,000 bushels, 343,800, acres, 23.5 bushels per acre; mixed grains, 17,128,500 bushels, 466,800 acres, 36.69 bushels per acre; corn for husking, 14,594,000 bushels, 253,300 acres, 57.62 bushels per acre. In arriving at these estimates certain deductions have been made for quantities reported as destroyed by the weather in the Province of On-

(Continued on page 39.)

A Demonstrator in the Window

How a Store in Montreal Financial District Stirred Up Interest in a Sewing Machine Motor and Made Big Sales—Hired Their Own Demonstrator — Xmas Gifts Sold Three Months in Advance.

THE James Walker Hardware Co., Montreal, in looking for new lines to sell to the ever expectant public, recently added a stock of sewing machine motors.

But sewing machine motors, like every other line of goods have to be displayed and demonstrated if they are to be sold in large numbers. Sewing machine motors looked like a good line for which there should be a ready sale, but Walker's store is in the centre of the commercial and financial district of Montreal, and is looked upon by many people as a men's store. John A. Frazer, head salesman of the Walker store, in planing how he could best bring the new line to the attention of the public, thought first of the show windows.

"Why," he asked, "if toastum poasties and puffed peanuts can be sold by demonstration, can't we sell sewing machine motors via our window?"

The scheme was laid before the manager who, acquiesced. A want ad. was inserted in an evening paper as follows:

YOUNG LADY TO DEMONSTRATE MOTOR attachment for sewing machine in our show window; must be neat in appearance and familiar with sewing machines. James Walker Hardware Company, St. James St.

The young lady shown in the picture was engaged for a week at a salary of twelve-fifty, and instructed to secure some nice pumps and silk hose. It was observed later that her foot exactly fitted the foot rest.

The young lady's task consisted in showing the sidewalk crowd how easily the motor was attached, without screws, clamps or tools of any kind, including her foot to turn on the power, and running a piece of cloth to and fro while the machine was in operation. She was assisted in her explanations by a series of large cards, to which she pointed from time to time. The lady did her work so well, one would have thought she had been demonstrating in store windows all her life.

Although most of the spectators were of the male species, the news traveled home with remarkable rapidity. Requests for demonstrations began to come in from private houses, and more delightful still, a call came from a large sewing circle for a machine to be sent up for the edification of its members.

Orders for Christmas

Altogether the experiment was a pronounced success. The opportunity was seized to take orders for Christmas. As a Christmas gift it appealed to many men, who willingly planked down their money three months in advance.

Quite a number of sales were made for immediate delivery. More than that, it advertised the store, laid the basis for much future business, and last, but not least, each machine netted the store a good profit.

The demonstration was referred to in the regular Walker advertisement in the daily newspapers. The ad. read as follows:—

EXTRAORDINARY!

The "Sew-e-z" Motor is really extraordinary, for it fits any sewing machine, and for the small sum of one cent an hour will do all the work connected with sewing.

It starts the machine instantly, does all the pedaling, will take one single stitch at a time or eight hundred stitches a minute.

The simplicity of it will appeal to you, for there are no bolts, screws or clamps —yet it is applied or removed instantly.

We are demonstrating the "Sew-e-z" in our window this week and you should be sure to see it, but if it is inconvenient for you to come down, telephone Main 3436 and we will have a young lady give you a demonstration in your own home.

The James Walker Hardware Co.
Est. 1857 Limited
252 St. James St.

Lady demonstrating sewing machine motor in show window of James Walker Hardware Co., Montreal, Que.

Convention of Hardware Association

The Twenty-First Annual Convention of the National Hardware Association and the Twenty-Eighth Convention of the American Hardware Manufacturers' Association Held at Atlantic City

THE joint convention of the National Hardware Association and the American Hardware Manufacturers' Association was held at the Marlborough-Blenheim Hotel, Atlantic City, New Jersey, on October 13, 14, 15. From the standpoint of attendance and enthusiasm, the convention was one of the best in the history of the Association.

As customary at these conventions, the opening session and the entertainment features were shared with the American Hardware Manufacturers' Association, the members of the two organizations fraternizing with each other and renewing old acquaintances and friendships.

The opening session of the National Hardware Association was held in the Blenheim ballroom, and the great hall was filled with wholesalers, manufacturers, their ladies and others interested in the hardware business. The meeting was called to order by A. J. Bihler, president of the National Hardware Association.

Led by Charles J. Graham, vice-president of the American Hardware Manufacturers' Association, the entire gathering sang "God Bless Our Native Land," while every one stood.

The Reverend John R. Davis, D. D., pastor of the Bethlehem Presbyterian Church, Philadelphia, who for many years has been chaplain of these conventions, then led in a prayer.

Dr. Davis delivered an inspiring address in which he exhorted his hearers to continue in the good work they are doing to elevate their business and better the conditions under which they operate as well as those of the general public.

Charles Ireland moved that the inspiring address of Dr. Davis be published in pamphlet form for distribution, and the motion was carried unanimously.

President Bihler then delivered his annual address, which follows in part:

"Our fiscal year now closing has been an eventful one—a year of war and disorder, a year of tragedy and sorrow and strong demands upon the people in the cause of charity, a year in which the patience of our nation has been sorely tried, a year of unsatisfactory business conditions with many out of employment and with a greater number of business failures than for years past—and much of all this due to this 'war of wars.'

"I have no desire to talk upon the subject of war, but will you not join me in this wish: The hope of an early world-peace, such a peace as will be lasting, with honor and justice to all, and the early resumption of friendly business relations throughout the world?

"It cannot be said that business conditions during the past twelve months have been satisfactory. Our exports of cotton alone for the fiscal year ending June 30th decreased by some 739,000 bales, and its value was $234,000,000 less than that of the preceding year.

"Our total imports from Europe the first six months of 1914 were $444,000,000; for 1915 only $274,000,000. Our exports during the same period increased from $650,000,000 to $1,280,000,000. Today there is a trade balance in our favor of about $1,250,000,000, and increasing at the rate of $150,000,000 per month.

"This heavy increase in exports will shrink materially when the war ceases, and then will come a change in the character of our exports. We may look for a period of much activity on goods adapted to the field and farm, for reconstruction, for our cotton and foodstuffs. A demand for such varied products must benefit all sections, and the hardware trade will receive its full share.

"During the past few months there were hundreds of manufacturers employing additional labor and operating their plants to their full capacity, due to purchases of munitions of war. This, however, brings direct results to but a small proportion of our people.

"While financially the country is stronger, that "wide-spread prosperity benefiting all lines" is still for the future. Mercantile business shows recent improvement but is still below normal, and while we are gradually forging ahead, in my humble opinion, true and lasting prosperity will come only after the cessation of hostilities abroad, and when the gates of commerce are thrown wide open. In the meantime, let us "keep our house in order" and be prepared for a more active business which is sure to come."

The President also referred to the efforts of the Association towards a reduction from two cents to one cent in the postal rate, and stated that the Association assisted in organizing the National One Cent Letter Association. Reference was also made to the "Stevens Bill" to be again presented at the next session of Congress. The purpose of the act is to give protection to those who may desire to establish a resale price on their product, not only for the consuming public reached through the wholesalers, but to the wholesalers as well.

"There is a demand," said the President, " for national legislation that will protect the merchant from the price-cutter. The 'Stevens Bill' has the endorsement of many bodies of retail merchants."

The parcel post was also referred to in the President's address, and the statement was made that the parcel post has not redeemed the early promises of reducing the cost of living, etc. Rather it has been the means of building up a greater volume of business for a few large houses.

Secretary-treasurer T. James Fernley in his annual report referred to the rapid progress made by the Association during the year. The Secretary said in part:

"As has been ably outlined in the address of our President, the past year has been one of rapid developments in national matters, and these developments have had their influence on the hardware trade of the country, the manufacturing, retailing and wholesaling. The influence, too, has been felt in this organization.

"The members who have been in close touch with our work, both through correspondence and personal visit, have reported the past year to have been one of extra effort to maintain the volume of business, and it is our belief that great credit is due the members for their success, which has only been possible through the hardest kind of work and extra effort to keep a healthy volume of business going.

Usefulness of Middleman More Generally Conceded

"Inasmuch as this Asociation is composed of so-called middlemen, being wholesale distributors of hardware, and as the old question of the usefulness of the middleman is the subject of much comment, it is pleasing to report the fact that there does not now exist the question with regard to the value of his services that previously existed, but there is a willingness and readiness to credit his usefulness and to freely concede the fact that the wholesaler is needed to supply the market and that the retailer and consumer would be under an increasing cost if wholesaling in hardware were discontinued.

"The widespread distribution of the Prize Essays on the 'Value of the Wholesaler as a Distributor,' has been very instructive, and it is within our knowledge that many manufacturers and retailers have been deeply impressed with the logic and sound business sense of these articles.

"For instance, retailers who have been overbuying from the manufacturers, tying up a large amount of capital and making but small profits, have seen the wisdom of drawing their merchandise in quantities better suited to their business, and they have proven for themselves the fact that a five per cent. discount in price is often overbalanced many times by the capital tied up in the excessive stock of merchandise and the loss of the profit on the turnover."

William H. Ingersoll, of Robert H. Ingersoll & Brother, New York City, delivered an address on "Standardized Retail Prices in Relation to the Interests of Wholesalers." This address will appear in next week's issue of Hardware and Metal.

American Hardware Manufacturers' Meeting

The first business session of the American Hardware Manufacturers' Association was held on Wednesday afternoon and was called to order at 2.30 by President William H. Matthai. Like all following sessions, this was an executive one, and was held in the West Salarum.

President's address was in part as follows:

"A year has passed since we last gathered here. From the broadest viewpoint I fear it will be impossible to say that we come together under happier auspices. The world is still plunged deep in all the agony and woe of the greatest war it has known in its long and troubled history. Nations which even twelve months ago were still at peace have since been drawn into the struggle, and the end is not yet. Eleven out of every eighteen human beings are subjects or citizens of the powers at war. The killing, the wounding, the capturing are still going on upon a scale of which the world heretofore never knew. Four or five thousand men are being killed every day, and every twenty-four hours 15,000 more are either wounded or captured. All or nearly all, it must be remembered, in the very flower of manhood. Tens of thousand of square miles of thickly populated country have been fought over until their devastation is well nigh complete, and still the waves of war roll on. More than half the world is giving itself up to the destruction of life and property and is working at the task with far more zeal and efficiency than it has usually displayed in any peaceable pursuit.

"No one can say when all this will stop. It may be speedily, it may not be for months, or even perchance, for years. No one knows. One man's guess is worth as much or as little as another's.

"From the more limited standpoint of American business men conditions are, however, vastly better than they were in October, 1914. The war was then only but ten weeks old. As late as July 22, 1914, all the world except Mexico and Albania was at peace, and so far as we business men, occupied as we were in our own affairs, knew or supposed, was likely to continue so for an indefinite period. Thirteen days later we saw , as it seemed to us, that half mankind had gone crazy and were cutting each other's throats and destroying each other's property. We did not know the earth in which we lived. We could not tell what would happen next or how the most ordinary business of the world would or could be carried on. Some of the most usual and most-used markets, such as our exchanges, were closed tight. Since then we have found ourselves, so to speak. We see that when most men are smashing things there is double work for those who are making them. At present activity is intense in some lines of business in this country. When the war began we were debtors to Europe, and for a while exchange was so high that we could not hope to pay what we owed. Now Europe is so much our debtor that we can only continue to do business with her by taking her note instead of cash, as we have just done to the tune of half a billion dollars, and we have done it without in the slightest degree disturbing our markets or contracting our home credits.

"I have no wish to be understood as saying that business conditions are universally or even generally satisfactory. I do not think they are. It is hardly possible that they should be. All I want to emphasize is that in most lines they are far better than when we were last together. There is always need for caution, and in such a colossal crisis as that through which we are passing the call for caution is trebly imperative. With the world turned topsy-turvy, anything may happen and may happen quickly, too. Various incidents have showed us that at any moment our rights, our interests, or our honor may become involved. Fortunately the possibility of any such catastrophe is now far more remote than it has been at any time since the beginning of last February. Still, when men are shooting at each other, by-standers are in danger. A wise by-stander does not stand by any longer or any closer than he is forced to, but in proportion to the amount of shooting which is now going on, this globe of ours is a very small place after all, and the most prudent of by-standers cannot be sure that he will always keep out of range.

War Has Stopped Immigration

"Apart from such serious possibilities, the war is changing so many things in so many different ways that it is hard to forecast what the effect on the business and industry of this country will be. It alters and disarranges conditions in all sorts of ways. In the twelve months before the war began the net addition to our population by immigration from abroad was over seven hundred thous-

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HARDWARE & METAL

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THE PARCEL POST

SUPPORTERS of the Canadian Parcel Post System very often refer to the so-called success of the system, in the United States, after which the Canadian system was modeled. That the United States system has not been the huge success that some people claim, is borne out by a statement by the President of the National Retail Hardware Association at the Atlantic City Convention last week. The President said in part: "On January 1, 1913, the parcel post infant was born. He had all the earmarks of a healthy child; he was limited in weight to 11 pounds, in length and girth to 72 inches and could cover a radius of 20 miles in the first zone. He has been constantly growing, his weight having increased to 50 pounds and the first zone has been extended to 50 miles, his length and girth has increased to 84 inches, and no one knows when he is going to stop growing.

"He has not redeemed his early promises of reducing the cost of living by being an important factor between farmer and producer, but he has been the medium through which a few large houses have built up a greater volume of business; to the average merchant he has failed to become a profit maker; on the contrary, he has still further increased the competition of the catalog houses and the large department stores of metropolitan cities, and the system is still far from being self-supporting.

"Originally limited to ordinary packages of merchandise, his scope has been so widened that he now takes care of fruits and vegetables, gold specie and occasionally a bale of hay. To the jobber, parcel post has been a source of extra expense, due to the increased number of packages, and also to the fact that cases of loss and damage in transit are frequent, and unless insured there appears to be no means of recovery.

"We understand that the Postal Progress League is working for the extension of the present Parcel Post Bill, but at one rate for the entire country. Continued agitation and publicity appears to be the only medium available to possibly prevent additional destructive legislation. The measure should at least be reduced to the first limits, both as to weight and measurement, and the actual cost of the service based on modern accounting should be ascertained, and proper rates then put into effect."

The Canadian parcel post bill was forced through Parliament after many set-backs; the fight extending over a number of years. It was strongly opposed by the business press of the country which showed that it was of value only to a few big stores in Montreal, Toronto and Winnipeg, and that it would build up these cities at the expense of the other centres and particularly the small towns and villages, which are so essential to satisfactory rural conditions. The Post Office officials and others promoting the Bill finally overcame the opposition by representing that under the zone system the proposed Parcel Post system would be of no value to the big departmental stores; that it was really in the interests of the smaller cities and towns.

The Bill was based on one adopted by the United States, but neither there or here has the zone system been found of value to the public at large. Instead, the big mail order houses send their goods and catalogues by express to Post Offices in zone centres from where they are distributed at a lower rate than the efficiently managed express companies can afford to carry them. It is apparently not paying in the States. A representative of one of the largest mail order houses in Chicago volunteered the information recently that the system was a great advantage to them, but some day the country would employ a good cost accountant who would discover that the business was being done at a heavy loss; that the country was paying much more to carry the parcels than they received from the shippers.

The present Canadian Parcel Post system is clearly transferring the business of centres to a few big cities, and if this business is being done at a loss, it is up to the Government and M.P.'s outside the big cities to deal with this matter. If these are the facts, as they undoubtedly are, in these times of heavy and increasing taxation, it would be a great public economy to abandon the present Parcel Post system entirely and establish one on a self-sustaining basis.

TRADING STAMPS

AMERICAN hardwaremen and trade journals have of late been discussing the "trading stamps" at considerable length. At the recent big convention at Atlantic City, one of the speakers, in referring to trading stamps and their effect on the hardware trade stated as follows:

"If this so-called game of 'Something for Nothing' continues to grow, I feel that it will become as great a menace to the merchant trade as the catalog house, and even to-day the business done by coupon and stamp companies runs up into the millions. It is not surprising to find that on certain items which can be had by the coupon system, the trade of the jobber and retailer is decreasing, and merchants generally will see how necessary it is for the preservation of their interests to push other lines of goods. Furthermore, the risk of loss in stocking 'prize' or 'coupon' goods must certainly be apparent to any jobber who gives the subject careful thought and consideration."

"Trading Stamp" operations in Canada are to a certain extent restrained by the provisions of the Trading Stamp Act. The act with all provisions was fully described in Hardware and Metal a short time ago.

THE STEEL TRADES

THE manufacture of munitions still retains first place in our metal-working plants. The demand for steel bars and billets continues unabated, and little change otherwise is evident. The various mills are operating right up to capacity, and some of them will be unable to take on further business for delivery this year. Consumers are even having difficulty in some cases in placing orders for 1916, as the mills decline to commit themselves for any extended period. As a matter of fact, it is hinted that advanced prices may prevail when they are in a position to take on more business.

The situation in the machine tool trade shows little change over that of the previous week. In some instances the delivery of necessary tools for shell production is being longer delayed, and several plants are meantime handicapped in their operations as a consequence. The demand for supplies continues brisk. However, some concerns who require duplicate machine parts to replace those broken or worn, and which must be procured from the United States, find great difficulty in securing these promptly.

Referring to steel conditions and prospects in the United States, the *American Metal Market* says in Part:

"The demand for steel is developing, both for export and for domestic consumption, and as the steel mills reached almost the limit of their capacity a couple of months ago it is obvious that a continuance of present trends will make the market stronger and stronger.

"As to exports, each month's statistics as they come out show a heavier movement, and as inquiry keeps up, while a great deal of material already contracted for is still to be delivered, the natural expectation is that exports will continue to increase. Considering the iron and steel the weight of which is returned in the Government statistics, the best calendar year we have had for exports, 1912, showed a monthly average of 245,000 gross tons. The exports in the first seven months of 1914, just preceding the war, averaged 140,000 tons a month.

"The outstanding fact in the steel scarcity of the past two months has been that the consuming industries of the United States as a whole have not been busy, so that if they should all become really busy it would be a question whence the steel would come for them. Demands generally are increasing. Structural steel lettings show a decrease, September showing 67% of the fabricating capacity contracted for, against 85% in August, a decrease of about 30,000 tons, but it is normal for the time of year that September should be light in structural bookings.

"Practically all the trends are in the direction of more steel being demanded as the months pass. The output can be increased very little. The open-hearth departments are already doing the best they can. The Bessemer departments can be pulled up somewhat, if more buyers can be induced to take Bessemer instead of open-hearth. The inducement in some instances will be Bessemer or nothing, so it is likely Bessemer will be selected. Apparently the slack will not prove sufficient, and constantly advancing prices for steel are in prospect."

THE TOY TRADE

CARE and conservatism have marked the buying of toys that has been done so far this fall, but in view of the improvement manifested in nearly all lines of business, many merchants are revising their estimates of quantities needed and therefore a larger filling in business is expected. To no line does this apply with more force than that of toys, for there is so much novelty in the new goods that with money more plentiful this cannot be overlooked. For years past Germany had the monopoly of toy making for the rest of the world, and while no one can deny her cleverness, of necessity there has been a certain sameness. Since the war it would seem as though every neutral nation as well as most of the Allies have started toy making industries. Toy making is taking root and flourishing in the British Isles, and also in Canada; America is developing the industry already started, and the clever Jap is seizing the present opportunity to capture a share of the toy business. With all these sources to draw from, the trade will find plenty of novelties in toys with which to make an attractive Christmas showing.

What Other Hardwaremen Do

DOES IT PAY?

The George Taylor Hardware Co., Cobalt, Ont., have adopted a novel method to ascertain whether or not the people in Cobalt and vicinity read the Taylor advertisements. Incidentally, it looks as though the method will cause a large number of people to read the advertisement. A large space was used in the Cobalt paper to make the announcement, which is self explanatory, and reads as follows:

DOES IT PAY TO ADVERTISE?

"We spend a lot of money continually by newspaper advertising in endeavoring to bring our wares before the public.

"Does it pay?

WE WANT TO KNOW

"We want some tangible evidence that our ads. in The Nugget are being read. We want to see some direct returns. To get these we outline a proposition that works to your benefit,—an offer that spells real dollars and cents to you and involves no effort on your part.

"We're going to give a Ten Per Cent. Cash Discount to every customer who buys an advertised article in our store and mentions to the clerk that the advertisement was read in the Nugget. Just say: 'I saw it in the Nugget.'

"Do you know what this means to you? You will buy a $7.50 shotgun for $6.75; a $15 heating stove for $13.50; a $22 rifle for $19.80; or a $44 cooking range for $39.60. It means that the utterance of these few words: 'I saw it in the Nugget,' gets your change back on your cash purchase that you would not otherwise get.

AND

it will enable us to know if our ads. are read. If they're worth while reading,—if they're interesting to you, and if money spent on newspaper advertising reaps returns.

"Watch our ads. They appear regularly in the Nugget. If you see an article you need advertised, come in and say, 'I saw it in the Nugget,' and secure your Ten Per Cent. Saving."

SANDWICH MEN FEATURING ACCESSORIES

A Toronto merchant, S. L. Pearson, 559 Yonge street, who a short time ago opened a store carrying a line of auto accessories, oils, etc., recently employed six sandwich men to traverse the business streets most frequented by autoists. The men had instruction to keep twenty-five paces apart, in order that motorists and pedestrians would have an opportunity to read the matter on the boards. The accompanying illustration shows the sandwich men on the march. The reading matter which appeared on the rear boards is given in the underline below the illustration.

After the sandwich men completed their beat they reversed the boards and started on a return trip to the store. On the return trip all boards bore similar messages as follows:—Front board: "We are going to the uptown automobile accessory store;" rear board: "Come with us to Pearson's, 559 Yonge street, automobile accessory store."

Mr. Pearson states that a great many new customers were secured as a result of this publicity stunt. The men were out for two weeks.

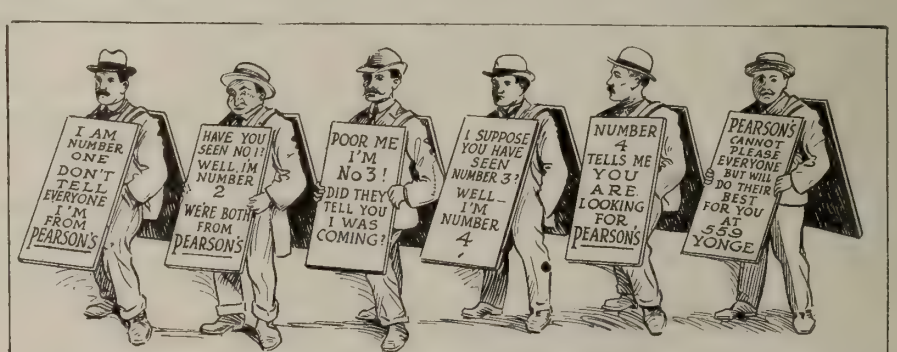
SAFETY RAZOR BLADES FREE

Ashdown's, Calgary, Alta., recently advertised a special for Saturday night from 7 to 10 o'clock. A free offer of safety razor blades was made as follows: With every $5 razor a 50c package of blades free; with every 6.50 or 7.50 razor a $1 set of razor blades free; with every $1 safety razor a cake of shaving soap free.

BUYING UP LEAD

Canada is Now Going Into New York as a Buyer

Despatches from New York indicate that Canada is now entering that market as a buyer of lead, a good sized contract having been placed there by the Shell Committee. However, the fact that Canada is making some purchases on the other side of the line will have no effect on the market. The Canadian market has been on the American basis, plus duty and other charges, and if Canadian producers cannot turn out sufficient supplies, then the balance can be made up in the States, where the output is only limited by the consumption.



Sandwich men employed by S. L. Pearson to advertise auto accessories. Reading matter on rear boards was as follows: No. 1. Don't you know Pearson's? Well, No. 2 will tell you; he's coming along. No. 2. Pearson's white store, Wellesley and Yonge. The up-town automobile accessory store. No. 3. Where do I come from? Why! Pearson's Automobile Accessory Store. No. 4. And when I left you they were asking for you. No. 5. Well, Pearson's are looking for you at 559 Yonge street. No. 6. I am it. I come and go. Pearson's come to stay.

Government Report on Wholesale Prices

How the Government Officials Secure Details Regarding Wholesale Prices to Compile Annual Report—Names of Papers From Which Prices are Taken.

THE Department of Labor, Ottawa, recently issued in book form (259 pages), a report on the course of wholesale prices in Canada during the year 1914. The report was prepared in accordance with directions from the Deputy Minister of the Department of Labor, and is the sixth on the subject to be issued by the Department. As in previous reports an attempt has been made to present in a comprehensive and systematic way, information directly bearing on current prices. It is interesting to note how the Government officials secure the details necessary for compiling the report.

Included in the report are 237 tables of prices showing wholesale prices on various lines. Of this number 109 tables have been taken from Canadian Grocer, and Hardware and Metal, two weekly trade papers published by the MacLean Publishing Co. The remaining 128 sets of tables have been taken from 17 other trade and technical papers and newspapers. Canadian Grocer which publishes weekly market reports on groceries, foodstuffs, etc., heads the list with 63 sets of tables. The other publications from which prices have been taken, and the number of tables used from them in the Government report are as follows:

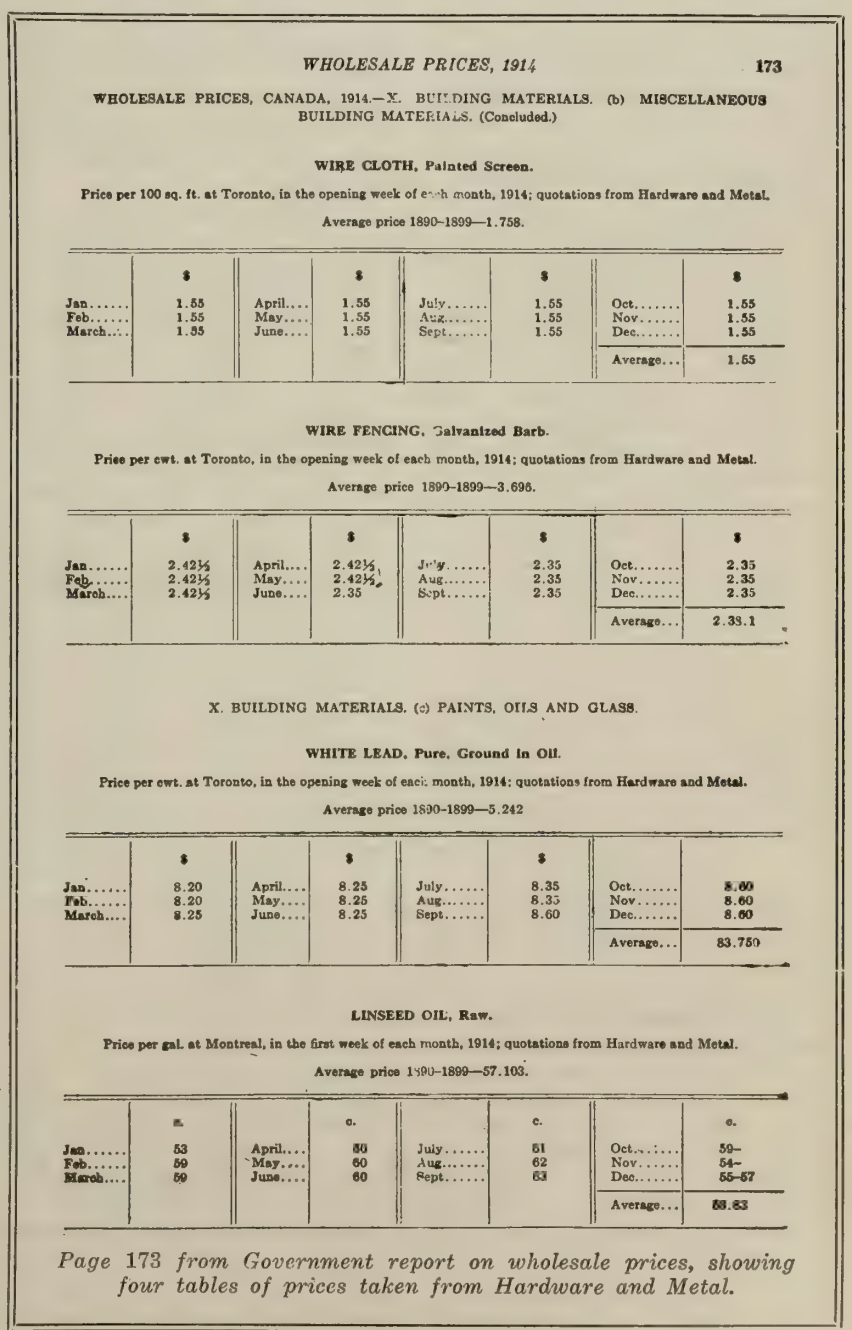
Hardware and Metal	46
New York Journal of Commerce	2
The Engineering and Mining Journal	5
The Canadian Mining Journal	3
The Canada Lumberman	13
The Maritime Merchant	11
The Trade Bulletin	11
The Grain Growers' Guide	8
The Toronto Globe	36
The Gazette, Montreal	5
The Canadian Farm	3
The Weekly Sun, Toronto	1
The Northwestern Miller	6
Manitoba Free Press	5
American Silk Journal	2
Le Moniteur De Commerce	6
The Pulp and Paper Magazine	5
The Canadian Pharmaceutical Journal	6

THE GLASS SITUATION

According to Patton's Monthly, published by the Pittsburgh Plate Glass Co., window glass conditions have strengthened materially during the past month, and both manufacturers and jobbers have experienced an increase in demand. The prospects look bright for a comparatively heavy movement of glass during the balance of the year. Factory stocks have been reduced to nearly a minimum point, and consist mainly of the less popular sizes and qualities. No glass is being turned out from any of the hand operated factories, and but few factories are making glass by the machine process.

The wage committees representing the manufacturers and skilled workers have conferred but without reaching any agreement. It seems, from demands made by the workmen, that no reduction in cost of production of any consequence is likely to be granted. Present indications are that no general resumption of operations will take place until the middle of November, and in the meantime there is going to be a marked shortage of the sizes and qualities generally in demand for fall trade.

Conditions have been reflected in the jobbing centres by an increase in the demand, and in the higher prices prevailing. It is expected that the demand during the next sixty days will be very brisk, and this will no doubt result in still higher prices.



WHOLESALE PRICES, 1914 173

WHOLESALE PRICES, CANADA, 1914.—X. BUILDING MATERIALS. (b) MISCELLANEOUS BUILDING MATERIALS. (Concluded.)

WIRE CLOTH, Painted Screen.

Price per 100 sq. ft. at Toronto, in the opening week of each month, 1914; quotations from Hardware and Metal.

Average price 1890–1899—1.758.

	$		$		$		$
Jan.	1.55	April	1.55	July	1.55	Oct.	1.55
Feb.	1.55	May	1.55	Aug.	1.55	Nov.	1.55
March	1.55	June	1.55	Sept.	1.55	Dec.	1.55
						Average	1.55

WIRE FENCING, Galvanized Barb.

Price per cwt. at Toronto, in the opening week of each month, 1914; quotations from Hardware and Metal.

Average price 1890–1899—3.696.

	$		$		$		$
Jan.	2.42½	April	2.42½	July	2.35	Oct.	2.35
Feb.	2.42½	May	2.42½	Aug.	2.35	Nov.	2.35
March	2.42½	June	2.35	Sept.	2.35	Dec.	2.35
						Average	2.39.1

X. BUILDING MATERIALS. (c) PAINTS, OILS AND GLASS.

WHITE LEAD, Pure, Ground in Oil.

Price per cwt. at Toronto, in the opening week of each month, 1914; quotations from Hardware and Metal.

Average price 1890–1899—5.242

	$		$		$		
Jan.	8.20	April	8.25	July	8.35	Oct.	8.60
Feb.	8.20	May	8.25	Aug.	8.35	Nov.	8.60
March	8.25	June	8.25	Sept.	8.60	Dec.	8.60
						Average	83.750

LINSEED OIL, Raw.

Price per gal. at Montreal, in the first week of each month, 1914; quotations from Hardware and Metal.

Average price 1890–1899—57.103.

	c.		c.		c.		c.
Jan.	53	April	60	July	61	Oct.	59–
Feb.	59	May	60	Aug.	62	Nov.	54–
March	59	June	60	Sept.	63	Dec.	55–57
						Average	58.83

Page 173 from Government report on wholesale prices, showing four tables of prices taken from Hardware and Metal.

ATLANTIC CITY CONVENTION

(Continued from page 29.)

and. That meant seven hundred thousand more people to house, to feed, to clothe, with the consequent increased demand for the things which go to house, to feed and to clothe. Since August, 1914, the additions to our population have been practically nothing, other than those from natural increase and that is not what it used to be. What effect will this cutting off of immigration have on business? Will it be for good or ill? I am not talking or thinking of remote consequences, social or political, but merely of its immediate effect on business.

Country Should be Ready for All Emergencies

"We are face to face with new taxation in some form and business is always particularly sensitive to that possibility, and usually moves cautiously until it knows what the added burdens are to be and how they will be adjusted. The war has so reduced our imports that our customs revenue is far below our needs. Nevertheless, the call for increased, perhaps for greatly increased, expenditure is strong. The last fifteen months have taught that the sword cannot be beaten into the plough-share and the spear into the pruning-hook, unless the lamb is entirely willing to lie down inside the lion. Many, probably most, of our people feel that we should be better prepared to defend ourselves against attacks. The business of getting ready to fight is, however, costly everywhere, and in the past has been, in proportion to what we have gotten for it, far more costly for us than for anybody else. Almost certainly we will have to face increased Federal taxation. Just what form it will take, we do not yet know. All or nearly all taxes, however, are burdens on business and tend to obstruct its flow and lessen its volume. Of course, some are far more burdensome than others, and may have far less incidental and compensatory advantages. Nevertheless, speaking for myself alone, for I have no right in such a matter to assume to speak for others, I wish to say as emphatically as I can, that I believe we should put this country in a condition in which it can defend itself, no matter how sudden and unexpected the attack upon it may be.

What Will Happen After War?

"What will happen, when, after having adjusted ourselves to war conditions, peace comes? Earnestly as it is to be longed for, devoutly as it is to be prayed for, it will have its own problems. To some lines of business it will bring shocks, dislocations, losses. Some of the things which our factories are now working night and day to produce will then not be needed at all, or if needed, in greatly diminished quantities. Perhaps many manufacturers have been able to protect themselves by the terms of their contracts and the prices which they have received from their war orders, against any serious injury from such losses. It is highly probable also, that when hostilities cease there will be instant demand from Europe for some things immediately needed to begin the work of repairing the damage done. Nevertheless, we cannot turn from one kind of production to another without a good deal of friction and lost motion. Such changes always cost the wage earners something. They cannot all transfer themselves overnight and without being the poorer, from one kind of work to another. Such immediate consequences of the return of peace can be accepted as so highly probable as for practical purposes to be counted among the certainties."

The President's address was followed by the reading of the minutes of the previous meeting, and the reports were then rendered by the following committees: Auditing, executive, membership, entertainment and promotion, as well as the annual report of Secretary-Treasurer E. D. Mitchell.

S. S. Brill, special agent of the Department of Commerce, delivered an interesting address on conditions in South America, the opportunities for hardware business there, and what must be done to secure a strong foothold in that country.

At the Thursday forenoon session, D. Fletcher Barber, of Boston, president of the National Retail Hardware Association, delivered an address on the problems of the manufacturer and retailer of hardware, and the ways in which they can best serve each other. The address in part follows:—"I accepted your kind invitation to meet you in this place amid these agreeable surroundings, and to say something to you as representing the National Retail Hardware Association, with its nearly 15,000 members, because I wish to express in a personal way our appreciation of the real interest you as manufacturers have always taken in the discussion of problems that concern the retail hardware merchant. This, I believe, too, is as it should be, for while a very large part of your product must and does pass through the hands of the jobber, yet the retailer is, I believe, the most important link in the chain of distribution. He is the man who comes in contact with the consumer—the final distributor of your product—your agent in the thousands of communities in which your goods are sold—the man upon whom you must rely to create a demand for and supply your goods.

"The retailer's problems are real and his difficulties great. How can the thousands of small dealers buy goods at a price that will enable them to compete with their large retailer competitors, is a very great and grave problem, worthy of your most earnest and careful consideration.

"Trade conditions have materially changed within a few years, and to-day more than ever before the retailer depends upon the manufacturer to protect his interest and his profit in every fair and lawful way.

"It is our duty and desire to serve the public in our capacity as retailers of hardware to the best of our ability, and at the least expense to consumers. We cannot do this unless we are able to sell at approximately the same prices quoted by large retailers.

"In speaking of large retailers here, I mean the mail order houses, for they are nothing in the world but retail merchants.

"It is acknowledged that the lowest printed price eventually becomes the established retail price of any merchandise, and it has always seemed to us unjust that, while it is conceded that the retail hardware dealers of the country sell 90 per cent. of the total volume of hardware sold, that the 10 per cent. passing through the hands of mail order houses should regulate or govern the price of the merchandise sold by the 90 per cent.

"This is a large problem, and we believe it is great enough to demand the concentrated thought of manufacturers, jobbers and retailers.

"Our organization is trying persistently to bring the retailer up to a higher standard, and is spending a great deal of thought and money for this purpose. To accomplish this it is sometimes necessary to create a very strong sentiment on the particular subject under discussion. It is possible that in doing this, we may reveal conditions that are discreditable to the membership of our organization, and possibly to that of the jobbers also, but it is the condition that has been revealed by the facts presented and not a theory that has been stated that might or might not exist."

Entertainment Features

The Entertainment Committee, under the leadership of David Halstead, of the Delta File Works, Philadelphia, was the recipient of many compliments and felicitations that were showered upon the members of the committee for the splendid manner in which everything had been planned for the pleasure and entertainment of the delegates, their ladies and other guests.

The entertainment started in full swing Tuesday evening with an informal reception in the Blenheim ball room, followed by dancing, and practically all who had arrived at that time enjoyed

(Continued on page 39.)

Sheet Metal Workers' Course

A READER of Hardware and Metal recently wrote in asking how he might, with accuracy develop a pattern for a horse trough with semi-circular ends. There are no doubt many readers who have had the same difficulty. In the accompanying article, and illustration, I will show how any pattern for this type of trough end may be developed.

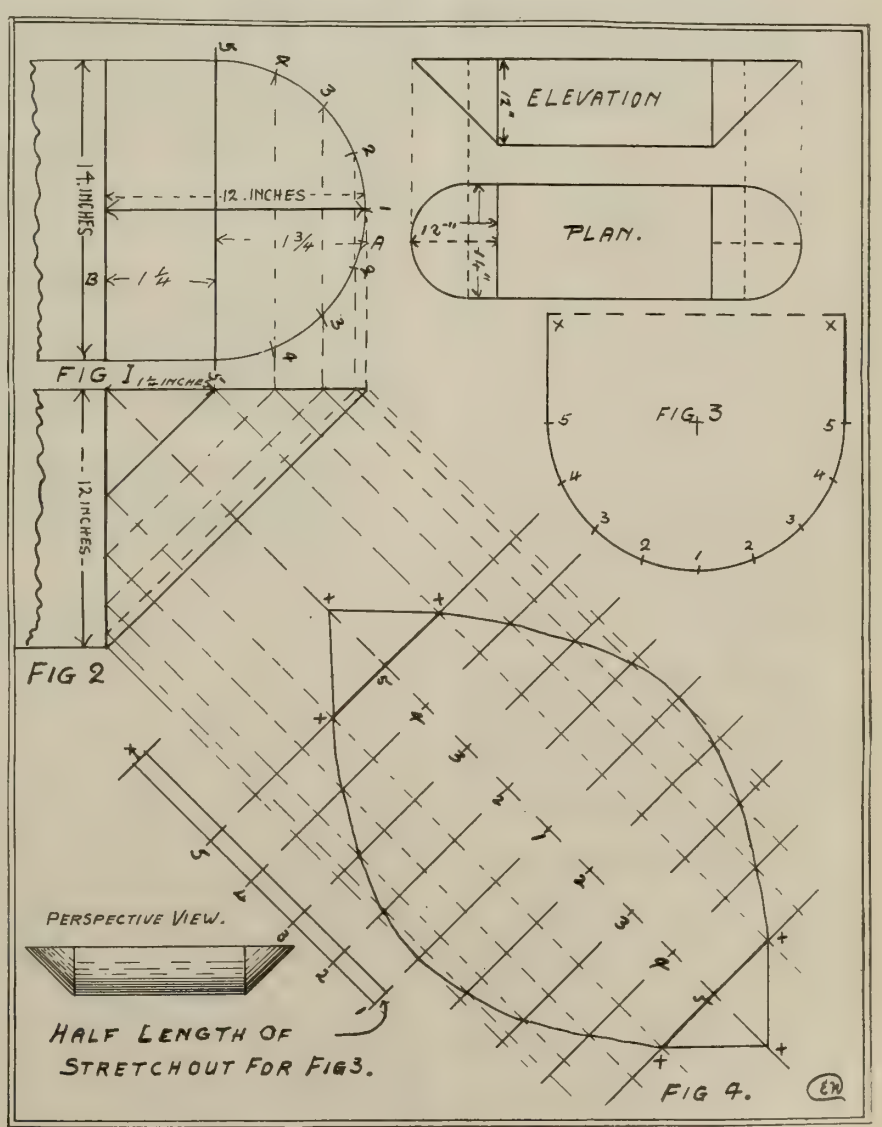
The first step is to draw the elevation as shown in Fig. 2. The next step is to determine the exact shape and size of the end. The original drawing was made quarter size. It will be seen that our inquirer wants to develop an end for a trough 14 inches wide and 12 inches deep. The elevation, Fig. 2, does not give any idea of what the width of the trough is. Neither does it give the radius of the circle.

However, the width is to be shown as quarter size, thus a half circle will be 3½ diameter, and 1¾ from centre to A, and 1¼ from centre to B. These two measurements make up a total of three inches, which is one-quarter the depth as well as length of end.

Having drawn the half circle Fig. 1, it must now be divided off into eight equal parts as shown at 5, 4, 3, 2, 1, 2, 3, 4, 5. It will be seen that these figures take up the entire half circle, being the quarter size of width which is necessary, viz.; 14 inches (full size.) Now extend from centre line to line as shown at B, 1¼ inches. This makes up the plan of end. Next step to take will be to carry dotted lines down from points 1, 2, 3, etc., to the top line on Fig. 2, until 1, 2, 3, 4, 5. etc., is completed. Now carry lines at 45 degrees to vertical line on Fig. 2, and draw dotted lines at 45 degrees from both the horizontal as well as the vertical line of Fig. 2, from points developed from the half circle. Use the centre dotted line for a stretchout line and transfer the measurements 1, 2, 3, 4, 5 and repeat to this centre line. Now cross these dotted lines at points 1, 2, 3, etc., beginning at 1 in the centre until 5 is reached. Then place the compass point at x x, and open up 1¼ inches. Now join x, x, on stretchout line at 5 to whatever point this last measurement is. Having completed both the dotted and solid lines 1, 2, 3, 4, 5, etc., Fig. 4, proceed to finish the pattern by connecting each intersection as shown by the two curves, and the pattern is completed with the exception of allowance for seams and edges.

The chief point in this problem is the difference between the width and depth, but suppose this trough had been the same width as depth then the only difference there would be in the two patterns would be that the solid line at 5, xx, would have come to a point. It will be noted when this pattern is developed the trough is straight from point 5 as shown in Fig. 3. The small plan and elevation shown on top right corner are the sketches submitted.

Halifax, N.S.—The death occurred here recently of William J. Wallace, aged 82 years. Mr. Wallace in his early years was engaged in the tinsmithing establishment of De Chezean & Crowe, and later engaged in the hardware and crockery business, with P. A. Balcom, under the name of Wallace & Balcom.



THE JUNIOR CLERK'S PAGE

Thou Shalt Not Steal--Time

By A. F. Sheldon in the Business Philisopher

MOSES the mighty arose in his might and said unto all Israel, "Thou shalt not" do certain things.

Moses was one of the most efficient efficiency engineers of his time.

Many of his commandments have been embodied into man-made laws and severe penalties attached for the violation of them.

Among the rest of the God-made laws, which Moses harnessed into verbal expression was the one which reads: "THOU SHALT NOT STEAL."

Moses did not specify Time as one of the things that we shall not steal.

I wish he had.

Had he included it as well as oxen and asses and things like that, then legislators might have embodied his commandment into the man-made law, thus making it a crime for human asses to steal time.

As it is to-day, if a shop girl is caught stealing a nickel's worth of ribbon she will lose her job and possibly be sent to jail, but she may steal dollars' worth of time and still hold her job, for some time at least, and go scot-free.

The man in the factory, if caught stealing a bucket of coal or any other of the raw material of the factory, will pay the penalty mighty quickly but he may steal ten times the value of the coal or the raw material and get away with it.

As a matter of fact God made many laws which His advance agents like Moses either never spoke or wrote about or else they have been lost in the shuffle of time, translation, etc.

One of them is, "THOU SHALT NOT STEAL TIME."

True there is no man-made law against it.

No one can send you to jail if you do.

But if you do you will violate a natural law and you will pay the penalty.

Tell me, now, did you ever know a gum-chewing-clock-watcher or hold-back-time-thief to climb very high on the ladder of success?

The basic reason why those who steal time do not climb is because they are thieves.

Thieves cannot build the bed rock of Satisfaction and the Confidence foundation necessary for permanent and profitable relationships.

It is true that anyone who steals time is a thief.

Time is money, and therefore he who steals time steals money.

The penalty of the time thief is industrial slavery.

He becomes a galley slave, bound by the chains of impecuniosity, which literally translated means being "hard up."

The time thief does not have to wait to die to go to hell.

It begins to come to him in the here and now.

He suffers the hell of lack of employment and the lack of promotion when he does have a job.

He suffers the hell fire of getting "fired" every little while.

He mistakes the just penalty of the violation of natural law, for "hard luck" and then proceeds to whine about it.

In his ignorance of the law of service he tries to get the heat of reward without building the fire of service, and then bewails his fate as he shivers in the cold of adverse conditions.

Time, time, my boy, and the proper utilization of it, is a necessary element for the building of a good big fire of service.

Your employer has bought your time during working hours.

Every moment of it which you waste or do not utilize to the best possible advantage for him who owns that time is literally stolen.

You are taking something which does not belong to you. You are taking something which has been paid for by somebody else.

You can no more build the fire of service and generate a good big heat of reward without the wise use of your time in the interest of your employer than you can live without nourishment.

Yes, I say it again, steal time if you want to, Moses did not specify it as one of the things "Thou shalt not steal," and there is no man-made law against it, but when you do steal time, do it with your eyes wide open to the fact that you are violating a natural law and must pay the penalty of getting cold.

If unconsciously, you have been a kleptomaniac of time, try this as a remedy:

"LOST! SOMEWHERE BETWEEN SUNRISE AND SUNSET, TWO GOLDEN HOURS, EACH SET WITH SIXTY DIAMOND MINUTES; NO REWARD IS OFFERED FOR THEY ARE GONE FOREVER."

Millions of people are stealing time from their employers and worse than wasting it, who have never even been conscious of their guilt.

Think it over and see if you have been guilty of this crime without knowing it. If so, mentally masticate the above mental morsel, handed down to us by some wise man. Commit it to memory. Say it over and over to yourself every little while. It is a good mental manna.

* * *

At the same time that Moses arose in his might and said, "Thou shalt not steal," he also said, "Thou shalt not kill;" in fact he said that first, and then in the same speech added, "Neither shalt thou steal."

Rightfully he put the crime of killing ahead of the crime of stealing, in order of their importance.

Could he come to us to-day and take a part in modern life, carefully studying the tendency of the times, I believe that he would add another word to each of these injunctions and that among the other commandments which he would give us, as coming from God, Himself, there would be one which would read:

Thou Shalt Not Kill Time

All men know it is contrary to man-made law as well as to Divine Law, to kill their fellow men—to murder. To take human life except in self-defence, is a universally recognized crime.

Sometime it will be a recognized crime to kill time. Stealing time and killing time are about the same thing.

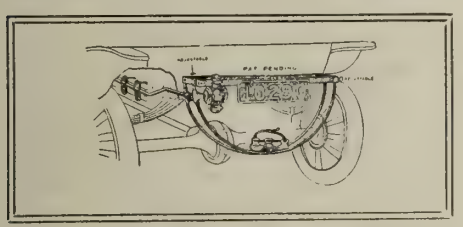
(Continued on page 46.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FOUR-IN-ONE REAR TIRE HOLDER

Crescent Manufacturing Co., 129 Reade street, New York, N.Y., offers to the trade a new rear tire holder for Ford cars. The holder is adjustable, and is made to carry one or two tires of the following sizes: regular size 3-inch tires; regular size 3½-inch tires; inflated demountable rim size 3-inch tires; inflated

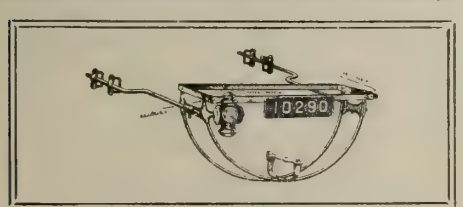


4-in-1 rear tire holder attached to car.

demountable rim size 3½-inch tires. The holder is equipped with lamp bracket and license holder bracket. The holder is strongly constructed of steel tubing and malleable fittings to hold one or two tires from 30 x 3 or 30 x 3½ inches, either plain or demountable rims. The holders are finished in triple coated black japan; all complete, ready to be adjusted to all models of Ford autos.

The carrier is equipped with either a double tire lock or with a double holder bracket with strap. The half-round cradle or frame work is so arranged that the parts against which the surfaces of the tires rest, will not collect water, thus eliminating one of the principal sources of tire and tire cover deterioration. The cross bar is adjustable so that same can be adjusted to secure one or two tires firmly in place, as shown by one of the accompanying illustrations.

The tire carrier is fastened securely and quickly to the rear of car in such a manner that no machine work or any extra bolts of any kind are necessary.



New Crescent 4-in-1 rear tire holder.

The arms supporting the carrier are clamped to the side channels of the frame, and are simple, strong, and effective. The carrier itself can be adjusted so as to bring the tires in required distance from the body of the car.

With this set is furnished an exhaust shield, which is fastened to the end of exhaust pipe and which protects tires from the exhaust heat, smoke and oil.

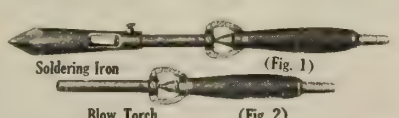
The company has also added to their line of bumpers, a diamond shape bumper. With all orders for one dozen assorted bumpers an iron display stand is supplied free of charge.

HORIZONTAL DOOR FIXTURES

Richards-Wilcox Canadian Company, Ltd., London, Ont., has produced Richards-Wilcox No. 40, horizontal folding door fixtures. The fixtures are for a door made in two leaves, hinged at top and in centre. By means of proper counterbalance weights and chain hoist, the door moves easily and quickly in either direction. This type of door is frequently used on outside of wall, with the mechanism inside the building, forming a canopy over the door way of warehouse. Blue prints, showing application to any special conditions will be furnished upon request.

SOLDERING IRON AND BLOW TORCH

The Up-to-Date Mfg. Co., Lytton Building, 14 East Jackson boulevard, Chicago, Ill., offers to the trade the "Autocrat" convertible soldering iron



Autocrat soldering iron and blow torch.

and blow torch, which uses gas as fuel. The makers state that the tool is automatic and requires no pump attachment or furnace. The heat is applied directly to the inner base of the soldering tip and does not come in contact with the working surface, thereby insuring a clean iron, long life and a saving in time. The soldering iron remains hot at all times when in use. The makers state that economy is one of the features of the tool, and that it can be used for ten consecutive hours per day at a fuel cost of approximately ¼ of a cent per hour. The soldering tip is made substantially in one piece. There are no screws, rivets or catch-pins in its construction.

The universal construction of the soldering copper permits of its adaptation to light and fine and also heavy work with the same tip. The "Autocrat" is simple in construction, containing less than a dozen parts in all, and there is nothing about it to get out of order. All parts are standard, and are easily replaced in case of loss.

With the soldering tip removed the tool is converted into a blow torch for all purposes. When lighted it emits a steady blue flame of intense heat, the force being supplied by the gas, assisted by the introduction of a special air-mixing system and regulated through the air-tight burner. The gas can be turned off entirely at this point or regulated at the will of the operator.

The blow torch is imediately convertible into a soldering tool for any purpose by simply attaching the soldering tip to the blow tube with the set screw provided for that purpose.

The accompanying illustrations show views of the soldering iron and blow torch.

ALFALFA BELTING

Caverhill, Learmont & Co., Montreal, Que., have taken the agency for Eastern Canada for alfalfa belting made by the Burrell Belting Co., Chicago, Ill. Alfalfa belting is said to be a composition belting particularly suitable for agricultural purposes, driving traction engines, or plants doing light manufacturing work. The belting is said to be considerably cheaper than leather belting.

GOLD MEDAL OF HONOR

The Stanley Works, New Britain, Conn., have been advised that Stanley butts, hinges, and other wrought steel products have received the highest award, Gold Medal of Honor, at the Panama Pacific International Exposition. Stanley products have received many awards, the first of which the Medal of Honor, was received from the American Institute in 1855, 60 years ago.

T. S. Simms & Co. Issue Catalogue

T. S. Simms & Co., brush manufacturers, St. John, N.B., have issued a new catalogue featuring the company's extensive line of brushes. The catalogue, which is now being distributed to retailers is larger than any previously issued. The front cover shows a reproduction of the new $285,000 plant where Simms' brushes are made at Suspension Bridge road, St. John, N.B.

EVENTS IN THE TRADE

Hardwareman Married

Weyburn, Sask.—J. A. Hewitt, of the Fraser & Enticnap Hardware Co., was married at Winnipeg recently to Miss Mary Johnston, Toronto.

Fire Losses

Cadillac, Sask.—The hardware store of J. A. McGillvray & Co., was recently destroyed by fire, caused by a clerk falling and breaking a lighted lantern near some excelsior.

Addition to Plant

Toronto, Ont.—The McFarlane Ladder Works have commenced the erection of an addition to their factory at 160 River street. The addition will add 25 per cent. to their floor space.

Joins the Colors

Hamilton, Ont.—W. W. Main, Jr., formerly with Wood, Vallance & Co., wholesale hardware merchants, has enlisted with the machine gun battery recently formed in Hamilton.

Firms Registered

Ste. Tite, Que.—Canadian Specialty Co., manufacturers cutlery, Phillippe Kent registered.

Drummondville, Que.—Canada Iron Foundries has registered.

Montreal, Que.—S. F. Bowser & Co., Inc., have registered.

Montreal, Que.—Greene Cut Glass Mfg. Co. has registered.

Business Changes

Winnipeg, Man.—E. G. Hook, hardware, has been succeeded by Weston Hardware Co.

Prelate, Sask.—Langford & Bolster, hardware, have been succeeded by R. A. Langford.

Lanigan, Sask.—Roycroft & McGregor, hardware, have been succeeded by Moritz & Clements.

Wilmington, Del.—The property and business of E. I. du Pont de Nemours Powder Co., of New Jersey, has been sold and transferred to E. I. du Pont de Nemours & Co., of Delaware, a corporation organized for the purpose of taking over and carrying on the business.

The new company assumes all liabilities of the old company (except capital stock and funded debts) and will carry out all contracts of the old company, there being no change in the personnel of the management, operations or methods of handling the business. It will issue capital stock to the amount of $120,000,000.

E. I. du Pont de Nemours & Company the new corporation, bears the name of the original Delawara concern established 1802 by E. I. du Pont de Nemours. The return to the original name is a tribute to the founder and emphasizes the long establishment of the business.

The incorporation was made in Delaware because Delaware was where the business originated and the main offices are located in Wilmington.

Dominion Incorporations

Universal Appliance Manufacturing Company, capitalized at $150,000, head office Toronto, to manufacture and deal in automobiles, motor cycles, bicycles, etc.

Canadian Tygard Engine Co., capitalized at $3,000,000, head office Toronto, to manufacture and deal in gas and gasoline engines, machinery and hardware specialties, etc.

Standard Steel Company, capitalized at $200,000, head office Montreal, to manufacture and deal in corrugated steel pipes, culverts, etc.

O'Brien Munitions, capitalized at $2,000,000, head office Renfrew, to carry on the business of mechanical, electrical and chemical engineers, to acquire, maintain and carry on smelters, refineries, chemical works, etc., and to sell and deal in munitions.

Personals

A. R. Payne recently joined the sales staff of Wood, Vallance & Co., of Hamilton. Mr. Payne will cover territory in Central Ontario.

R. J. Moore, of Moore Bros., hardware merchants, of Uxbridge, Ont., left recently for a business trip through the Western provinces.

J. M. Lynch, buyer for Miller-Morse Hardware Co., Winnipeg, left Saturday last for a few days' trip to Toronto, Detroit and other eastern points.

J. H. Conover, manager of the Toronto branch of the Martin-Senour Co., has returned from an extended business trip through the Eastern provinces.

The marriage took place at Toronto recently of B. H. Bramble to Miss Mabel Fuller. Mr. Bramble is advertising manager of the Goodyear Tire & Rubber Co., Toronto. On the eve of his marriage, a number of Mr. Bramble's friends tendered him a dinner at the Albany Club.

Arthur Boyce, whose name will be familiar to many readers of Hardware and Metal as a member of the Wanderer Hockey Team, has been appointed sales manager for the Duncan Electrical Co. of Montreal. Mr. Boyce expects shortly to make a trip through to Vancouver, calling on the jobbing trade at chief points.

Addition to Plant

Windsor, Ont.—The National Spring & Wire Company of this place is contemplating the erection of a second plant. It is expected that the new building will be adjacent to the present one. The National Spring & Wire Company manufacture cushion springs, etc., for automobiles and furniture.

Plant Nears Completion

Windsor, Ont.—The Windsor plant of the Clark Metal Last Company is nearing completion and will be ready for occupation on November 1st. This building is the first Canadian branch of the concern, which has its headquarters in South Bend, Ind. It is expected that about thirty-five men will be employed making aluminum articles when operations commence.

Schultz Bros. Catalogue

The Schultz Brothers Company, Brantford, Ont., have issued a 32-page catalogue illustrating and describing the various products made by the company. Among the many articles featured in the catalogue are games, novelties and kitchen utilities, including shoo-fly rockers, teddy-bear rockers, parlor billiards, parlor pool, crokinole, card tables, triangles, lawn swings and seats, verandah seats, washing machines, clothes bars, ironing boards, sleeve boards, pastry boards, kitchen tables, bread boards, kitchen and medicine cabinets, stepladder, chairs and wheelbarrows. Copies will be mailed on request.

HOW IT HAPPENED

"I see that the Old Fogy has failed in business," remarked the Grouch. "How did it happen?"

"Too much advertising," replied the Wise Guy.

"But he never advertised," protested the Grouch.

"No, but his competitors did," replied the Wise Guy.—Exchange.

Hardware Letter Box

Horse Blankets

J. B. Crawford, Dutton, Ont.—Kindly advise us through Hardware and Metal who makes horse blankets in Ontario.

Horse blankets are made by the Burlington-Windsor Blanket Co., 793 King street west, Toronto; Smart-Woods, Ltd., Ottawa; J. J. Turner & Sons, Peterborough, Ont.; Brook Woolen Co., Simcoe, Ont.; Slingsby Mfg. Co., Brantford, Ont.; The Glen Woolen Mills, Glen William, Ont.—Editor.

Pitner Gasoline System

Geo. A. Poirier, 599 Wellington street, Montreal, Que.—Kindly give address of the Pitner Gasoline Lighting Co.

Pitner Gasoline Lighting Co. is located at 52 Colborne street, Toronto, Ont.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1108. **South African agency.**—A South African manufacturing firm with an established connection in small and large centres, is prepared to take up agencies on commission and invites correspondence from Canadian manufacturers of any line which can be sold from catalogue or price lists.

1109. **Iron sheets, corrugated and galvanized.**—A Bombay firm desires quotations for considerable quantities of sheets varying from 5 feet to 12 feet by 2 feet 3 inches, weighing about 3 pounds per foot packed in wood—5 cwts. per case or as usual and convenient in Canada. Quotations for the sheets should accompany full specifications of same if possible. Quotations are desired c.i.f. Bombay harbor. This firm is also interested in galvanized water buckets.

1115. **Spruce, paints, malt and brewers' supplies** — A Havana commission merchant is open to represent Canadian exporters of the above. Bank references offered.

1116. **Machinery for sugar mills.**—A firm of commission merchants in Havana desires to correspond with Canadian manufacturers of machinery for sugar mills. Bank references.

1119. **Broom handles, washboards, pegs, etc.**—A London firm of general merchants dealing in woodenware, asks to be placed in touch with Canadian manufacturers of broom handles, washboards, pegs and similar lines.

1120. **Whisk brooms and brushes.**—A firm in England asks to be placed in communication with Canadian manufacturers of whisk brooms and brushes.

ATLANTIC CITY CONVENTION

(Continued from page 34.)

several hours of visiting and "tripping the light fantastic."

Wednesday afternoon, at 3.30, the ladies took part in a card party at the Blenheim East Solarium, which was greatly enjoyed by the devotees of the enameled paste boards. Beautiful and valuable prizes were awarded to the winners.

In the evening there was a theatre party at Nixon's Apollo Theatre, where the entire lower floor and all boxes had been reserved. The play was entitled "Wall Street Gets Potash and Perlmutter," and is a sequel to the famous "Potash and Perlmutter" which has enjoyed such a marvellous run in many of the large cities. To say that the audience had a good time is putting it mildly, for there was hardly a moment when the house was not ringing with laughter at the funny situations.

Thursday afternoon a roller chair parade started from the Marlborough-Blenheim at 3.30, in which a large number of the ladies took part. As is well known, the roller chair is an Atlantic City institution, and during the entire convention free chair rides were the rule. All any of the ladies had to do was to show their badge and say "Roller Chair," and a roller chair with attendant was provided.

In the evening the crowning feature of the entertainment was given, in the shape of a ball at the Blenheim, and for many hours the ladies and gentlemen enjoyed the beautiful music and took part in the dancing or watched the "experts" execute the newest fancy steps.

Friday evening there was again informal dancing in the Blenheim ball room.

It is only just to say that the committee worked very hard, but the many expressions of appreciation of their splendid efforts must have compensated them in full measure.

The committee consisted of the following: David Halstead, chairman; Arthur B. Birge, of Ames Shovel and Tool Company, St. Louis, Missouri; Frank G. Drew, of Winchester Repeating Arms Company, New Haven, Connecticut; E. C. Griswold, Philadelphia, of Corbin Cabinet Lock Company, New Britain, Connecticut, and George H. Harper, Baltimore, of the National Enameling and Stamping Company, New York.

Canadian Present

Canadians present at the convention were as follows: James Hardy, Toronto; D. F. Griffith, B. Greening Wire Co., Hamilton; T. B. Williamson, H. S. Howland, Sons & Co., Toronto; A. M. Smith, McClary Mfg. Co., London, Ont.; Albert Gilverson, Rice, Lewis & Son, Toronto; Walter Dorken, Dorken Bros., Montreal; Robt. D. Starke, Starke, Seybold & Co., Montreal; S. H. Alexander, Wood, Vallance & Co.; H. G. Wright, E. T. Wright Co., Hamilton; Hardware and Metal was represented by R. B. Huestes, New York, and J. G. Lorriman, Toronto.

CANADA'S GRAIN CROPS

(Continued from page 26.)

tario, chiefly sprouting in stook through the excessive rains during August. These deductions do not represent a total loss, as the sprouted grain will be used for feeding. They amount on the average to 11 per cent. of the total crops for wheat, 9 per cent. for oats, 8.5 per cent. for peas, and 6 per cent. for beans.

Correspondents were asked to report on the quality of the grain crops at the time of harvest, as measured against a standard of 100 representing grain well headed, well filled, well saved and unaffected to any appreciable extent by frost, rust, smut, etc. The average results for the whole of Canada are as follows: Wheat, oats, barley, rye, and mixed grains from 90 to 93; peas, beans, buckwheat, flax and corn for husking from 79 to 84. The quality of spring wheat is exceptionally high in the Northwest Provinces, being 93 in Manitoba, 96 in Saskatchewan and 97 in Alberta. Last year the corresponding figures for Canada were below 80 in nearly all cases and even in the good season of 1913 they were not so high as they are this year.

Why a hardware merchant at Dundalk, Ont., is using newspaper space, 2 col. wide by 8 inches deep to feature in the month of October, an advertisement which reads as follows:—

"FLIES COMING

"Get your screen doors and windows on and keep them out. Every one kept out means thousands in a month and will save you dollars a year from disease and waste through the nasty flies. We have a good assortment of screen doors and windows on hand from $1 up to $2 each."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

Business in country districts continues on a very satisfactory basis. In the city there has been very little change from last week. There is a steady demand for supplies used in manufacturing munitions. The steel plants are still rushed to capacity. The metal markets are fairly steady, with weakness in tin and lead. Despite the unfavorable weather, the presence of money in the country districts is helping the demand for stoves and furnaces. There is, however, a slackness in the demand for late fall and early winter lines, due to the recent mild weather. The fine weather has also prolonged the outdoor painting season and a fair volume of trade is being done. There is a tendency, however, on the part of retailers, to order only for immediate needs, owing to the uncertainty regarding future prices on paint, which it is claimed will be lower than prevailing prices. Some definite announcement regarding future prices will probably be made in about a week's time. Owing to advances in steel, etc., it is expected that steel butts and a number of other lines will advance in price in the near future. Linseed oil and turpentine have advanced again this week. A number of other price changes have also been reported from buying centres.

MONTREAL

MONTREAL, Oct. 21.—The volume of business in country districts continues very satisfactory; the movement represents sorting in general staples of both shelf and heavy lines and there would undoubtedly be a brisker demand for fall and winter goods with more seasonable weather prevailing. In the city there is little or no improvement except in some special lines where war industries have created a demand. Bulky goods are moving well to districts where supplies are being secured prior to the close of navigation. Stoves and furnaces are moving out in a fairly satisfactory way despite the warm weather. The paint trade is dragging on account of a slack demand for mixed lines, lower prices being expected before another week.

Price changes are not very important, being rather in the nature of readjustments. Tin and lead are slightly lower, and solder is declining, but otherwise metals are generally steady. Galvanized sheets seem likely to go lower and galvanized Canada plates are off 25c. Linseed oil and turpentine are tending to higher levels.

Tin.—The weaker tone in the local tin situation, referred to last week, has had the effect of reducing the local quotation 1c, the figures now being 40c-41c. At the same time there has recently been a little firmer tone in outside markets, New York and London evidently stimulating each other in a buying movement. It has been suggested that large spot stocks in New York are for London account and that it may have been sent for financing operations or because of chances of an export duty. This being the case, states The American Metal Market, inquiry and strength on this side would be made the most of by the London owners, one market thus influencing the other.

Spelter.—There is no change in the local quotations for spelter. The situation is firm at 19-20c, with New York reporting a scarcity of prompt and October metal. An increase in the spot demand might soon make itself evident, because most of the large producers are not looking for business before November. On next year's business the inquiry is dull, but the situation is not so unsettled as it was.

Lead.—There is a slightly easier tone to the local lead situation, quotations now being 6¼c to 6½c, which is ¼c off at the top. The American Trust is maintaining its price of 4½c, but there have been some reductions on spot. New York is being sustained by a good demand from Canada and inquiry from Europe which, with the high prices abroad, promises to bring about an increase in exports.

Copper.—Locally copper is steady at 21½c. New York on last reports indicated a slightly stronger tendency with prices fractionally higher than a week ago. London has recently showed advances which are attributed to continued decrease in the French and English stocks.

Antimony.—A nominal quotation of 35c for antimony is about the best indication of the market that can be given. New York recently has shown firmer prices for Chinese, Japanese and American, the quotations being 29½c to 30c, which is an advance of 1¼c over a week ago.

Aluminum.—Although there has been a slight decline in outside markets, 65c may still be regarded as a nominal quotation for this market for what little business is being done. New York quotes 55c, which is 1c off for the week, and states that there are buyers at 54c with some transactions going through at 54½c.

Solder.—The solder market is weaker with the result that there has been an improvement in the demand. The high prices which prevailed for some months had the effect of curtailing demand, but also had the result of reducing stocks in the hands of consumers and the trade to small proportions. Present quotations are:

Half-and-half	22 to 24c
Strictly	24 to 26c

Iron and Steel.—The market for iron and steel continues firm on the advances recorded a couple of weeks ago. Higher prices are also being made for hoop steel, the increase being about 35c all all round. The demand for steel of practically all kinds promises to continue and to make a strong market for some time. The base for bar iron continues at $2.20.

Copper Products. — Some readjustments have been made in the quotations for copper products on the advances which were announced last week. The schedule of prices is now as follows:

Bars, ½ to 2 in.	$30.50
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	31.25
Copper sheet, tinned, 14x60, 14 oz.	34.75
Copper sheet, planished, 14 x 60, base	41.25
Braziers' in sheets, 6 x 4 base	30.50

Galvanized Sheets.—Lower prices are to be expected on galvanized sheets, a reduction having been made this week in Canada plates. The market has been somewhat unsettled for these products for some time, and although there has been little price-cutting it has been re-

cognized that the situation is developing weakness. Galvanized Canada plates are now quoted as follows:

	Apollo	Crown	Gorbals
18 x 24 x 52	6.00	6.00	6.00
60	6.25	6.25	6.25
20 x 28 x 47	6.50	6.50	6.50
20 x 28 x 94	13.00	13.00	13.00

Black Sheets.—Although there has been an advance in the market for black sheets there is still a difference in prices as quoted by the members of the Association and independent dealers, which is largely explained by the fact that on many sizes the wholesale hardware dealers quote on smaller lots. The different quotations are:

	Ind.	Assoc.
10 gauge	$3.00	$2.75
12 gauge	3.00	2.80
14 gauge	2.85	2.60
16 gauge	2.85	2.55
18-20 gauge	2.85	2.60
22-24 gauge	2.85	2.70
26 gauge	2.95	2.75
28 gauge	3.00	2.80

Sheet Zinc.—The market for sheet zinc remains steady for the time being, but further changes are to be looked for. The present quotations are 20½c for casks and part casks 21c.

Lead Products.—Lead pipe and other lead products remain steady and there appears no indication of an early change in the quotations, which are as follows:

Lead pipe	$0.09½
Lead waste pipe	0.10½
Sheets, 3-lb sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

Mechanics' Tools.—The manner in which the demand for mechanics' tools is being maintained is very satisfactory to the hardware trade and there is evidence that the manufacture of munitions is still on the spread. Delivery is being delayed for some lines.

Arms and Ammunition.—With the falling of the leaves and less sunshine, the duck hunters have been more active and, although the weather has been too summer-like for ideal sport, there has been a noticeable improvement in the already brisk demand for shells. The demand for guns grows smaller as the season advances.

Fencing.—Business is now being placed for spring fence and poultry netting business and the indications are that there will be another good season in these lines. Quotations follow:

	Per 100 lbs.
Barb	$3.00
No. 9 coil spring	3.00
No. 9 plain galv.	2.85
No. 12 plain galv.	3.00
No. 13 plain galv.	3.15
O and A, No. 10	2.61
O and A, No. 11	2.61
O and A, No. 12	2.75

Seasonable Lines.—With the last week of October approaching and the weather more like August than autumn, there has been a slackness for some winter goods. Skates and hockey sticks and other similar lines have had a fair call, but business should be much brisker when the weather breaks up.

Stoves and Furnaces.—Despite unfavorable weather the prevalence of money in the country districts is evidently helping the demand for stoves and there has been a recovery in this department during the week. Furnaces are also in steady and strong demand for country districts, where the people seem more inclined than ever to have city comforts. Business in town continues dull.

Utensils.—The presence of money in country districts is also having a favorable effect on the demand for utensils which come into the staple class. There have been no changes in this department for some time and there does not appear to be any in prospect for the immediate future.

TORONTO

TORONTO, Oct. 21.—Several important price changes have taken place during the past week.

Indications point to a return of better trade conditions and a distinctly optimistic tone exists in business circles. The record harvest means prosperity in the West; war orders are keeping many factories fully employed, the adverse trade balance has been eliminated and railroad earnings now show an increase. The steel trade is generally considered to be the barometer of industrial conditions, and in its present state of great activity gives reasonable grounds for hoping that the improvement in business now taking place is something more than temporary. The influx of large sums of money resulting from war orders cannot help but stimulate manufacturing, and with the improvement in Canadian fiscal conditions will lead to a marked industrial development in the country.

Developments in the shell industry are pending, and arrangements are being made for the manufacture of shells up to 12 in. calibre. The duties and responsibilities of the Shell Committee have increased to such an extent that a reconstitution of its personnel is being made to meet the demands of the situation. It is understood that the British Government have reserved large orders for shells for Canada, providing quick delivery can be made and at a fair price. A central ordnance factory for making big guns is under consideration; this branch of the industry will also come under the control of the Shell Committee.

Steel Market

The steel trade is in a very buoyant condition, and the mills are operating at capacity. The market is very strong, and prices on a number of steel products are advancing. Canadian mills are quoting iron and steel bars at 2.25c Toronto. Prices on wire are withdrawn pending a revision, which will be in an upward direction. Pittsburgh bars, plates and small shapes for Canadian business are quoted at 1.35c f.o.b. the mill, but are likely to be advanced again very shortly to 1.40c. The difficulty in obtaining quick delivery on steel products is illustrated by a Canadian buyer recently paying several dollars a ton premium for prompt delivery of structural material.

The placing of orders for larger shells which is anticipated, and the repeat orders for 18-pdr. shells in considerable quantity, indicates that the steel companies will be very busy for some time to come.

Pig Iron

The chief interest in the market is in steel making grades, with low-phosphorous iron still the feature. Canadian buyers have taken considerable tonnage from the States. Among these is the Canadian Steel Foundries, who have bought 7,000 tons recently and have inquired for 5,000 tons additional, the price being $25 at the furnaces. Foundry grades are quiet at unchanged prices.

Machine Tools

Machine tool dealers are anticipating a period of considerable activity in the orders for the larger calibre shells will be ready to be placed. A few tentative inquiries have already been received for large size lathes, but up to the present few orders have been given out. The great problem at present as regards new equipment is the question of delivery. Builders are in a sold-up condition and the supply of suitable second-hand tools is rapidly decreasing.

Supplies

The demand for machine shop and mill supplies continues good and prices are holding very firm. Prices of high-speed twist drills are withdrawn on account of the continued advance in high-speed steel. In regard to the latter, the situation shows no improvement and prices are away up; supplies in sufficiently large quantities are also still difficult to obtain. Prices of waste are very firm, but unchanged. Turpentine has advanced 1c, and is now quoted at 65c per gallon.

Metal Market

The metal market is dull, and there is little of interest to note. Tin and spelter

are lower, but aluminum has advanced. The copper market is steady as a result of good demand for war munitions, which shows no sign of abatement. The lead market is unchanged, but the position of this metal is a good one. There is still some scarcity in supplies of antimony, but the demand has not improved and quotations are stationary. Prices of solders are unchanged, but have a weak tendency, due to tin having declined. There is no change locally in the general situation. The general trend of business continues the same, metal for munitions constituting the principal demand.

Tin.—The market is quiet and lower, and comparatively little interest is being shown by consumers. The one influence dominating the tin market in New York is the expectation that the British Government will impose a 10 per cent. tax on its importation; there is as yet no official confirmation of any such intention. No large business is looked for until that question is settled, as consumers are content to wait. Tin has declined 1c locally and is quoted at 37c per pound.

Copper.—The market is very dull, but prices are holding firm. Buyers have fair stocks on hand, but are reaching a point where they will have to take on additional supplies. Producers are well stocked up, but are not inclined to offer any price concessions. Quotations are steady and unchanged at 19½c per pound.

Spelter.—The market for spot is weaker owing to the absence of interest on the part of consumers. Another influence lending weakness was a decline in the London market. Spelter has declined 1c locally, and is quoted at 17c per pound.

Lead.—The market is quiet and unchanged. It is reported that Canadian consumers have closed contracts for some good amounts of lead in addition to those recently placed. Quotations are firm at 6¼c per pound.

Antimony.—There is no change in the situation and the demand does not show much improvement. Quotations are unchanged at 35c per pound.

Aluminum.—Supplies are diminishing and the demand is increasing heavily, due to war orders. Quotations have reached a record level and are nominal at 60c per pound.

Rope.—A fair volume of business is being transacted by the local jobbers. Prices are unchanged and are firm at the figures shown in the current quotations.

Waste.—The demand for waste by manufacturers of ammunition and other war supplies continues good. Several large shipments have been made recently by local jobbers. The price of waste holds very firm, and no immediate change is expected.

Galvanized Sheets.—The situation in galvanized sheets is practically unchanged locally. The majority of jobbers are willing to sell at uniform prices, but until the price-cutting element is eliminated, no change in the present conditions is expected. Low prices that are being quoted in some quarters are being met by other firms, thus keeping the local market in a state of unsettledness. The prices shown in the current quotations are being quoted generally on the local markets.

Arms and Ammunition.—Although the weather is a little warm for big game shooting, the sale of metallics has shown considerable improvement during the past week. Loaded shells are still moving, and better business in all lines of shooting goods is expected when the weather becomes cooler.

Brushes.—The brush market is featureless, and prices are at the same levels, with the exception of a few lines which have been changed by some manufacturers to meet competition. The bulk of the business is being transacted in the medium and cheaper lines of paint brushes. This can be accounted for by the fact that more householders have taken upon themselves the painting and decorating of their homes, which in other years has usually been handed over to a painter.

Brooms.—Brooms are selling at fairly low prices, but it is expected that prices will go to still lower levels. With a fairly large broom corn crop and a smaller consumption on the part of housekeepers, who now have modern floors in their homes, and are using oil mops and hair brooms in place of the corn broom, it is expected that the price of corn brooms will decline. Price-cutting is very prevalent in some quarters, which also tends to make lower prices.

Fence Wire.—As predicted in last week's issue, an advance has gone into effect in the price of fence wire. At the present time it is hard to estimate the levels to which the price will go, but the last advance, which is an average of 25c per 100 lbs. on all lines, indicates the condition of the market. It is very probable that further advances will go into effect at an early date. The price of barb wire has advanced 30c per 100 lbs., while a similar advance is noted in the price of No. 9 coil spring. The following prices are now in effect among the local jobbers:

	Per 100 lbs.
Barb	$3.30
No. 9 coil spring	3.30
No. 9 plain galv.	3.00
No. 12 plain galv.	3.15
No. 13 plain galv.	3.30
O and A, No. 10	2.76
O and A, No. 11	2.82
O and A, No. 12	2.90

Cotton Twine.—Cotton wrapping twine in cones and balls has again advanced in price. Three-ply is now quoted at 23½c per lb. and 4-ply at 21c per lb.

Valves.—An adjustment has been made in the price of angle and check valves. The discount, which formerly was 50 per cent. off list, is now 45—5 per cent.

Cotton Rope.—A new basis for cotton rope has been made. Formerly the price was 23c per lb. for 3-16 inch and larger. The price is now as follows:

3-16 inch cotton rope..... 25c per lb.
¼ inch and larger cotton rope 23c per lb.

Furnace Scoops.—Furnace scoops have advanced in price. Regular D-handle furnace scoops are now being quoted by the local jobbers at $3.50 per doz., and long handle furnace scoops at $3.50 per doz. In each case the advance is 25c per doz. over the old price.

Jute Packing.—Prices of jute packing in coils have been revised, and are being quoted on the local market as follows:

Fine jute, per lb. 8¾c
Coarse sewer, per lb. 6½c

Old Rubber.—Dealers in old material are offering better prices for old rubber, and 6c to 6½c per lb. is now being paid for old rubber boots and overshoes. Old auto tires are bringing 4½c per lb.

Oakum.—Local jobbers have advanced the price of American oakum. United States Navy is now quoted at $10 per 100 lbs., and best at $10.75 per 100 lbs. Other prices are shown in the current quotations.

Cold-Rolled Shafting.—An advance in the price of cold-rolled shafting has gone into effect during the week. The former discount of 40 per cent. off list has been replaced by a new discount of 35 per cent.

Range Boilers Reduced.—A reduction in the price of range boilers is announced by local manufacturers. A reduction of 75c has gone into effect, making the local quotations as follows:

30-gal. standard (welded)...$5.75 each
30-gal. standard (riveted)... 6.00 „
30-gal. extra heavy ..... 8.25 „

Iron and Steel.—Further advances in the prices of iron and steel items are in effect. The chief item is that of high-speed tool steel. The shortage of tungsten used in the manufacture of high-speed tool steel is being felt, as practically all supplies came from Germany. This alone has resulted in a steady advance in the price of tool steel, while the unusual demand from manufacturers of ammunition has also been a great factor in bringing the price to the present high level. High-speed tool steel is to-day quoted at $1.50 per lb., while the price a year ago was 65c per lb. Other items that are affected in the recent change are bar iron, mild steel and tire steel. Ten cents per 100 lbs. is the amount of the increase. Other prices are shown in the current quotations.

LONDON

LONDON, Ont., Oct. 21.—A fair volume of business is being transacted by the local jobbers, especially on staple lines. Fall seasonable lines are moving well, but there has been a reaction in late fall and early winter goods, owing to the unusual warm weather. Orders for spring are being booked quite freely.

Linseed Oil

The price of linseed oil has again advanced. The shortage of flax seed is said to be the cause for recent advances. It is very probable that further advances will go into effect at an early date. The present prices are:

	Raw Per Gal.	Boiled Per Gal.
1 to 2 barrels	77c	80c
3 to 5 barrels	76c	79c
6 to 9 barrels	74c	77c

Turpentine

An advance is also announced in the price of turpentine. Reports from the Savannah markets show that the export of turpentine has increased considerably. The price, locally, has been advanced to meet this condition. Local quotations are as follows:

	Per Imp. Gal.
1 barrel lots	70c
2 to 4 barrels	69c
5 gal. lots	77c

Nails

No change in the price of nails has taken place, but the condition of the wire rod market makes a change in the price of all wire goods very probable. The following prices are in effect locally on

Wire nails .... ..$2.45 Per 100-lb. Base
Cut nails ..... 2.70 Per 100-lb. Base

White Lead

A fair volume of business is passing among local jobbers as a result of the recent reductions in the price of white lead. The price of $9.60 per 100 lbs. in ton lots is holding firm. For less than ton lots advance the price 30c per 100 lbs.

Fence Wire

Although no definite word has been received, it is expected among the local jobbers that the price of fence wire is due for another advance. The high prices quoted for wire rods are said to be going still higher. Present prices on fence wire are as follows:

	Per 100 lbs.
Barb	$3.20
No. 9 Galvanized	2.80
No. 12 Galvanized	2.95
No. 13 Galvanized	3.05
No. 9 Coil Spring	2.85
No. 10 O and A	2.76
No. 11 O and A	2.82
No. 12 O and A	2.90

Fence Staples

A fair demand for fence staples is felt from the country districts, and both bright and galvanized are selling well. Prices are firm at the following figures:

	Per 100 lbs.
Galv. Kegs	$3.70
Galv., 25-lb. Boxes	3.95
Bright Kegs	2.85
Bright, 25-lb. Boxes	3.10

Putty

The price of putty is still unchanged, and only a fair business is being transacted locally. The following figures are ruling on the local markets:

	Per 100 lbs.
Bladders, in Barrels	$3.25
Drums, 100-lb.	2.70
Drums, 25-lb.	2.80

Rope

Prices on rope are unchanged and are holding firm. Business on all lines of rope is very favorable. Quotations are as follows:

	Per lb. Base
Pure Manila	16 c
British Manila	13½c
African Hemp	13½c
Sisal	11½c

Seasonable Lines

A fair demand for all seasonable lines is in evidence and fairly good shipments have been made recently of ash-sifters, weather strip, coal oil stoves, horse blankets, etc. Lantern and lantern globes and other stable needs have received much attention recently.

Guns and Ammunition

Shot guns, rifles and ammunition, are moving freely, and better business is looked for when the cooler weather comes. Prices are fairly high, both on guns and ammunition, but the sport alluring still claims its usual recruits.

Steel Goods to Advance

With the general advance in the price of steel goods, an advance in the price of steel butts, etc., is expected. Nothing definite is known at the time of going to press in regard to the advance, but it seems very probable that an advance will take place before long.

WINNIPEG

WINNIPEG, Oct. 21.—Owing to the continued fine weather threshing operations have been resumed in Manitoba as well as in the other two prairie provinces, and a decided increase in the volume of business being done has been noticed. Reports which came to hand early in the season indicating an exceptionally large yield, are being exceeded, and it is to be hoped that the present rate of increase will be maintained as this will give all the merchants a chance to collect their accounts and have everything in exceptionally good shape financially by the first of the year.

It is no less interesting to note in last Saturday's paper that the world's record has been created for leading grain by the C. P. R. There were 2,033 cars loaded at their various stations and sidings throughout the West, and all indications would lead one to believe that the railways will handle the transportation problems much better than has ever been done previously.

These optimistic reports of big yields should not make the merchant willing to sit back and wait for the farmers to come in and pay their accounts. As indicated before, the farmers often forget their obligations and it is up to the retailer to impress on their minds that all outstanding accounts must be paid. This will work an influence for good, and will permit everyone to look forward to 1916 in a most optimistic frame of mind.

There are very few advances to record this week, but the latest news from the States of a new steel combine will probably have its influence in increasing prices for a long time to come. The new combine, if formed, will probably control everything in the United States in the way of iron and steel manufactures. There is no doubt that this combination in the face of the enormous demand now being experienced, will make advances in all prices, and the Canadian manufacturers will undoubtedly have to follow suit.

The jobbers in Winnipeg are experiencing a great deal of difficulty in making contracts for all wire and steel products for next year, and feel that it would be advisable for the retailers to specify for their needs for next year as early as possible.

Prices on wire nails and barbed wire have not been made for spring shipment, and it is doubtful if prices will be made before the 1st of January. The merchants placing their orders now will be protected on the first price issued and if this coming year follows the trend of last spring, there will be several advances made up until the first of May.

Sheet zinc and spelter markets are lower, and it is possible that this may affect prices on galvanizezd pails and tubs. It is not likely, however, that the reduction on spelter will affect the price of galvanized sheets to any extent on account of the abnormal advances in steel.

Turpentine has taken a drop during the week, and the price to-day is 72c in barrel lots.

A fairly good demand is being experienced for skates, hockey sticks and sleighs, but it is unlikely there will be a decided rush until colder weather sets in.

In speaking to the sales-manager of one of the large oil companies in the city,

(Continued on page 46.)

WEEKLY PAINT DEPARTMENT

Preparing for the Indoor Months

Paints and Brushes are Needed to Prepare the Home Interior for the Indoor Months—How One Firm Displays Brushes—Some of the Sellers

A NUMBER of retailers have hesitated of late to place heavy orders for paints, owing to the fact that they have been looking for a readjustment of prices, which if it takes place, will probably be announced very shortly.

Their action in this respect, however, should not affect their endeavors to push the sale of paints, for there is a ready sale for a good many lines of paint at this season of the year. The exceptionally fine weather which has prevailed, so far, during October, in many parts of Canada, has had a tendency to keep up the demand for ready-mixed paints for outside work. In some towns, where the retailers have given their paint department the publicity it deserves, there has been a bigger demand than usual for ready mixed paints. There is also a ready sale for inside finishes of various kinds at this season of the year. Wall finishes, floor finishes, linoleum finishes, stove pipe enamel, radiator enamel, and many other lines of painting materials can be readily sold at this season of the year if they are featured and brought to the attention of the buying public.

The indoor season is rapidly approaching. Why not use this as a basis for conducting a paint-selling campaign during the next two months.

The home of every man is used during the winter months for entertaining, or even spending quiet evenings there, and everyone will admit that the more attractive and pleasant the home appears, the more pride the family will take in it. Almost every man spends quite a number of evenings at home during the winter months, and these could be devoted to the brightening up of his house.

These facts will have to be brought to the attention of your customers, as most people think the proper time for this work is in the spring. Why should any man live in his house all winter and then as soon as he can take advantage of the outdoor air by enjoying his evenings on the verandah or elsewhere, start to paint up the interior of the house?

One of the quickest ways to bring these facts before your customers is to make a window display of paints used for inside work. Possibly a couple of neat window cards bearing helpful suggestions would bring the attention of your customer or the passer-by to the idea of brightening up his home. It might also be a good plan to mention these things to customers who enter your store, as it could be done without any trouble while waiting on them, and point out to them the advantages to be gained by doing this work at the present time.

Newspaper advertisements can also be used effectively in getting the public interested in preparing the home for the indoor months.

One of the most redeeming features of brightening up during the late fall months by the man who does not do this work himself will be the argument of cost. In the first place, labor is cheaper than in the summer months, as it is the off-season of the trade, and naturally those employed in that work, are only too anxious for employment and will not make their prices too stiff. Then, again, skilled workers could be secured, as there would be a larger field of men to choose from.

Selling Paint Brushes

There is another point in connection with sales in the paint department at this season of the year—and that is the selling of paint brushes.

This is an important point and one which is sometimes overlooked by hardware dealers. Paint is well displayed. Special efforts are put forth to make paint sales. Why not specialize on paint brushes as well? In the majority of cases where paint sales are made, brush sales may also be made. One out of twenty homes has not a really good paint brush in it. The reason in many cases is that proper care is not taken of the brush after it has been used. Whether people are ignorant of the correct method of treating a brush after it has been used, or whether brushes become worthless simply through carelessness, is a matter hard to determine at once. But when painting is to be done, a dry, hard, unworkable mass of hair is too often found to be the only thing in the line of a paint brush at hand. It is needless to add that good work cannot be accomplished with such an article, and the result is that either a new brush has to be bought or much labor has to be expended in cleaning up the old one—and even at that there is no guarantee of satisfaction after the old brush is restored to a workable condition.

But whatever the conditions in the homes where paint is used, few will doubt that new paint brushes are needed when it comes down to doing fine work. There is an opportunity then for the hardware dealer to make greater brush sales than he is doing if only he puts forth increased efforts to do so.

In the store of one large retail concern which the writer has in mind a part of the paint department is specially devoted to paint brushes. One cannot enter the department without being impressed by the fact that a specialty is made of this line. Many drawers containing brushes lines the walls, and each has a sample brush fastened on the front of the drawer so that it is at once visible to the customer and to the salesclerk. A great range, not only in style and quality of brushes, but also in sizes, is shown. Thus the complete stock of brushes is open before every customer who enters the department, and it becomes a very easy matter to pick out the size, shape and quality of brush desired.

There are several advantages of such a system as this. Having brushes displayed in the store, and in the paint department, draws the attention of people to brushes at the time that they are making a paint purchase, even before any reference is made by the salesclerk to the possibility of a brush being needed. Again, a full range of brushes is displayed before the customer. If he does not see, at the first glance, the style of brush that he desires, he is at least impressed by the number of shapes and sizes of brushes displayed, and is led to continue his search, which is done almost without effort.

The time both of the customer and of the salesclerk is greatly saved. If a clerk has to pass half-way down the department, pull down a box of brushes, lay out the different sizes before the customer, return for a second supply, and so on, great time is taken up in

What makes Boeckh's Brushes so "Bristle Tight"!

BEX-O-LAC REG'D 1912

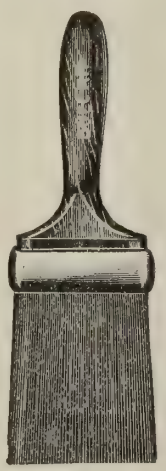
In order to make "Bristle Tight" Brushes it was necessary for us to secure something of a different nature to any of the so-called compounds used by Brush Manufacturers to set the Bristles in, as we found that we could not depend on the many mixtures with rubber, resin, etc., for their basis.

BOECKH TRADE MARK EST'D 1856 TORONTO

By using Bex-o-lac the brushes are not subjected to any process involving intense heat, to harden the setting, as such is very injurious to the elasticity and painting qualities of the bristles.

After several years of experimenting, we have been successful in working out a formula—the product being *superior to anything now used as a brush setting,* and one that will absolutely, under all conditions, hold each and every bristle firmly in its place.

It is protected under the registered name of "Bex-o-lac," and is used only in the manufacture of



BOECKH'S PAINTERS' BRUSHES

which are guaranteed not to shed the bristles.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

There's never a complaint with JAMIESON'S PAINT

Its quality is complaint-proof.

Its working qualities are complaint-proof.

Its finish and durability are complaint-proof.

Its price, profit and proposition are very attractive.

SELL TO A MAN ONCE AND HIS ORDER IS SURE TO REPEAT

Drop a line for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

making a comparatively small scale. There is a tendency, too, after a delay of that kind for the customer to grow impatient, pick up any style of brush about the size he wants, and put an end to wearisome waiting. And the result in such cases very often is that imperfect satisfaction is derived from the purchase.

TORONTO PAINT MARKET

(Continued from page 48.)

cent reductions in prices have been in effect. The city demand for white lead has improved during the past week and country dealers are also buying more freely. The price is very firm at the present base for pure lead of $9.60 per 100 lbs. in ton lots with the usual 30c ad-advance for less than ton lots.

Linseed Oil.—Linseed oil has again advanced in price. The situation in regard to receipts of flaxseed is unchanged and the immediate prospects for any improvement are very slight. The chief difficulty seems to be that the inclement weather in the West has had a bad effect on threshing operations and that only a small percentage of the flaxseed has been threshed to date. The mills are receiving very small shipments as compared with a year ago. Present prices are expected to hold firm until conditions are improved. No improvement in the demand for linseed oil is noticeable, and buying is only for immediate needs. The following prices are general on the local markets:

	Per Gallon	
	Raw	Boiled
1 to 2 barrels	77c	80c
3 to 5 barrels	76c	79c
6 to 9 barrels	74c	77c

10 barrels and over, open.

Glass.—Local jobbers report a falling off in business, the improvement which has been noticed during the last few weeks having almost entirely disappeared again. Prices are holding firm and no change is expected for some time.

Gasoline.—The prediction in recent issues that the price of gasoline was bound to go to higher levels has proved correct, as a further advance is in effect this week. The latest advance of 1c per gallon makes quotations on the Toronto markets as follows:

	Per gal.
Any quantity in barrels	22c
Drums (40 gal.)	20c
Tank wagon	19½c

Benzine.—In sympathy with the advance in the price of gasoline, the price of benzine is similarly affected and a new price of 21c per gallon in barrels is now in effect.

Putty.—Sales of putty are not as good this week as during the past week or so, which can be attributed to the fact that the demand for glass has fallen off. Prices are firm and quotations at the following figures rule on the local markets:

	Per 100 lbs.
Bulk in casks	$2.50
Bulk in drums	2.70
Bulk in 25-lb. drums	2.80
Bladders in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

WINNIPEG MARKET

(Continued from page 43.)

he advised the writer that business in oils and greases and gasoline had far exceeded their greatest hopes. They are receiving orders by long distance phone and telegraph, and they are having some difficulty in keeping up with the rush. They are, however, handling the situation extremely well, and do not expect to unduly hold up any orders from now on.

It might be well to mention that woven fence is likely to advance. We may have to report before another week that these advanced prices have gone into effect. It is certain that before the 1st of January ruling prices will be very much higher than they are to-day.

It is to be hoped that the fine weather we are now having will continue for another month or six weeks, and if so, we have hopes that business will increase sufficiently so that last year's figures will be exceeded. It is almost certain that business for the balance of the month of October will show a decided increase over the first two weeks.

THOU SHALT NOT STEAL—TIME

(Continued from page 36.)

Many men have committed self-murder, whose first offence was killing time.

They started in murdering time by seeing, not how much but how little they could do and still hold their jobs.

By doing this they lost their jobs—then with no recommendation they could not get another—then they scoured on humanity, became criminals and degenerated into the hold-up, the safe cracker or the common house thief.

Driven into a corner in their career of crime men have often shot themselves and have murdered their intended victims of theft.

First they kill time. That was the first link in their chain of killing.

They killed not only time but opportunity and finally ended by killing men, perchance themselves.

Time killers often kill their own families by the slow starvation process. Babies are starved to death and worked to death before they are born.

Wives and mothers groaning under burdens, God never intended them to bear, driven to premature graves by overwork and over worry, are the grim and gruesome witness of the crime of the time killer.

The man, or the question mark for one who says, "I am earning my salary now and I will be blest if I will do any more," is one of the most polite types of time-thief and time-murderer.

And yet Shakespeare was right when he said, "Our only crime is ignorance."

Such men are ignorant of the basic law of service, which is as follows:

THE INTENSITY OF THE HEAT OF REWARD VARIES DIRECTLY WITH THE VOLUME AND INTENSITY OF THE FIRE OF SERVICE.

Some of the logical effects following the crime of stealing and killing time are that promotion cannot come—a better man gets the job and so it goes; you know the rest.

The time killer succumbs to the law of the Survival of the Fittest and gradually takes his place in the ranks of the unemployed and finally in the still lower rank of the unemployable.

Yes, I know I am speaking plainly on this subject. It deserves plain words.

A lack of understanding of nature's basic principle, the Principle of Service, is accountable for more misery in the world than anything else. It is fraught with far-reaching economic consequences.

Let enough people get busy "tiring themselves out holding themselves back" in the industrial world and employers begin to see that they are not realizing returns on their investment; capital becomes cautious, railroads cease to build, factories cease to create industries, depression comes on, panics ensue and millions suffer, the guiltless with the guilty.

Time killers murder millions whom they never come in contact with.

The greatest evils are those invidious ones which seem harmless.

Let one person murder another and the whole community sets up the hue and cry. The guilty one will be pursued and apprehended if possible, at any cost.

Yet millions of time-murderers ply their deadly trade and no one says anything about it.

Time killed by time killers every day, would, if converted into creative energy, amount to millions in created wealth.

Don't tell me that if this were true "the rich would get richer and the poor poorer."

Don't tell me that the five per cent., the employers of the world, would gobble up all of the increased profit and not increase the reward of the ninety-five per cent.

(To be continued next issue.)

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., Limited
GALT, CANADA

O-Rib-O Manufacturing Company, Limited
WINNIPEG

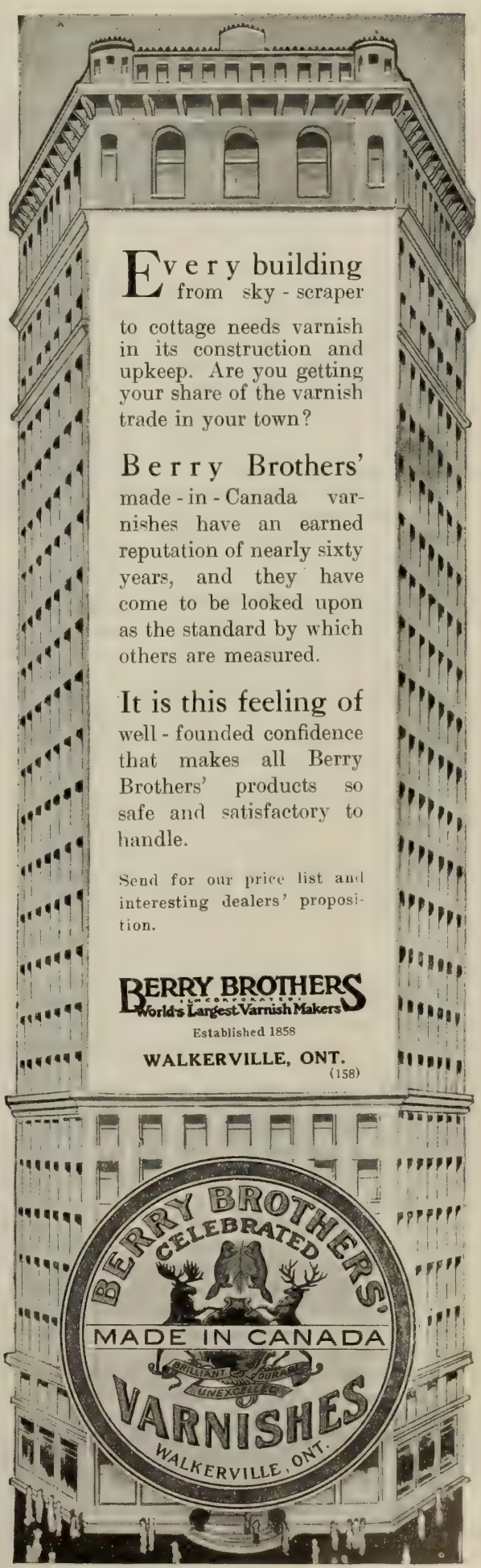
JOBBERS OF:—

Enterprise Stoves and Furnaces
Building Paper and Roofing Felts
Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

Orders Promptly Filled



WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 21.—There is practically no change in the paint situation further than that the developments as to prices, which have been awaited for some time to settle conditions as regards the future, are expected within a few days. As has been previously stated, manufacturers are in hope of being able to make a reduction which will stimulate demand, but until the zinc producers make their announcement as to quotations on supplies for future delivery the extent of this reduction, if any, cannot be determined. The zinc prices will probably be in the hands of the paint makers before many readers peruse this column, and before another week the announcement of quotations to the trade may be looked for. With the situation cleared up for some time to come a brisk movement is expected, reports indicating that retailers' shelves have become pretty bare and buying has been for no more than actual consumption demanded.

While the movement of mixed paints has been dragging, there has been an improved demand for oil, white lead and some other lines, where it is recognized that the present prices are firm and more likely to advance than decline, or where the approaching close of navigation has encouraged the shipment of heavy goods. Oil is very firm, and said to be likely to advance if the present market for flax is sustained. Turpentine is firmer, and shows advances in some quarters; and lead continues strong.

Linseed Oil.—The oil situation is firmer. This is noted in a stronger tendency in the quotations and the advance of the low figure 1c for raw and boiled. However, it is stated that the present prices are not an actual indication of the market in relation to the cost of raw materials. Flax is in a very strong position, and the statement is made that 5c higher than the figures quoted would no more than provide the usual margin of profit on the present cost of production. The rapid movements in the flax market are quite evidently again creating very unsettled conditions in the trade, as jobbers take advantage of having purchased supplies at low prices to take reasonable profits and extend advantages to their customers. The following quotations cover the present situation:

	Raw.	Boiled.
1 to 2 barrels	68-70c	71-73c
3 to 5 barrels	67-69c	70-72c
6 to 9 barrels	66-68c	69-71c

White Lead.—The lead situation continues steady and firm. There is a very fair movement to outside points, indicating that the present basis is recognized as being a firm one, and also that stocks are being secured prior to the close of navigation. The quotation is $9.45, with 30c added for less than ton lots.

Zinc.—The crux of the mixed paint situation is zinc. Until the quotations on futures are announced by the producers the cost of mixed lines cannot be figured definitely. Lower prices are hoped for, but there is no assurance on this point. The end of the present week should see the situation cleared up, however, by a statement from the New Jersey interests, and this will be followed by an announcement from the paint manufacturers.

Turpentine.—The firmer tendency in the turpentine market has resulted in an advance of 2c from the bottom of the range on the part of several houses. In some quarters 58c is still heard, but 60c is more general, and it seems altogether likely that all firms will shortly be at least as high as this. On the other hand, there are quotations of 62c, and there are indication that at least one firm may go 1c above this. Difference in the cost of supplies on hand and a desire to encourage business appear to be the only reasons for the big spread in prices.

Gasoline and Oil.—A further advance of 1c in the prices of gasoline and benzine is announced. The quotation for the former is now 19½c for drums and 19c tank wagon, and for the latter 18½c for drums and 18c tank wagon. Oil continues at 13c and 15½c for single barrels, the difference representing quality. City business shows no improvement, but to the outside points there are heavy shipments on fall deliveries in view of the approaching close of navigation.

Dry Colors.—Recent efforts to rake up supplies of certain dry colors, particularly bright reds, have revealed more than ever the shortness of these supplies and the evident impossibility of replacing them so long as trade with Central Europe is cut off. It is evident that the time is approaching when practically all shades of bright reds will have to be withdrawn. There is also a difficulty with blues, but this is rather a question of cost, there having been a very great advance in certain chemicals.

Glass, Putty, etc.—There is a fair movement of window glass, but otherwise there is no improvement in the situation; prices are steady. Putty is in fair demand, this being the season for this commodity. However, the movement is far from being normal, although comparatively heavy following a very slow summer.

TORONTO

TORONTO, Oct. 21, 1914.—Paint manufacturers and jobbers report that business, although not by any means brisk, is very satisfactory, when present conditions are taken into consideration. Retailers' stocks are admittedly low and a great many merchants are only buying in small lots for immediate requirements. This policy is being followed owing to the fact that lower prices on some lines of paints are expected in the near future. Linseed oil and turpentine have both advanced in price during the past week. Owing to the continued fine weather there has been a fairly good demand for paints required for outside painting. In anticipation of the indoor months, a great deal of inside painting is also being done.

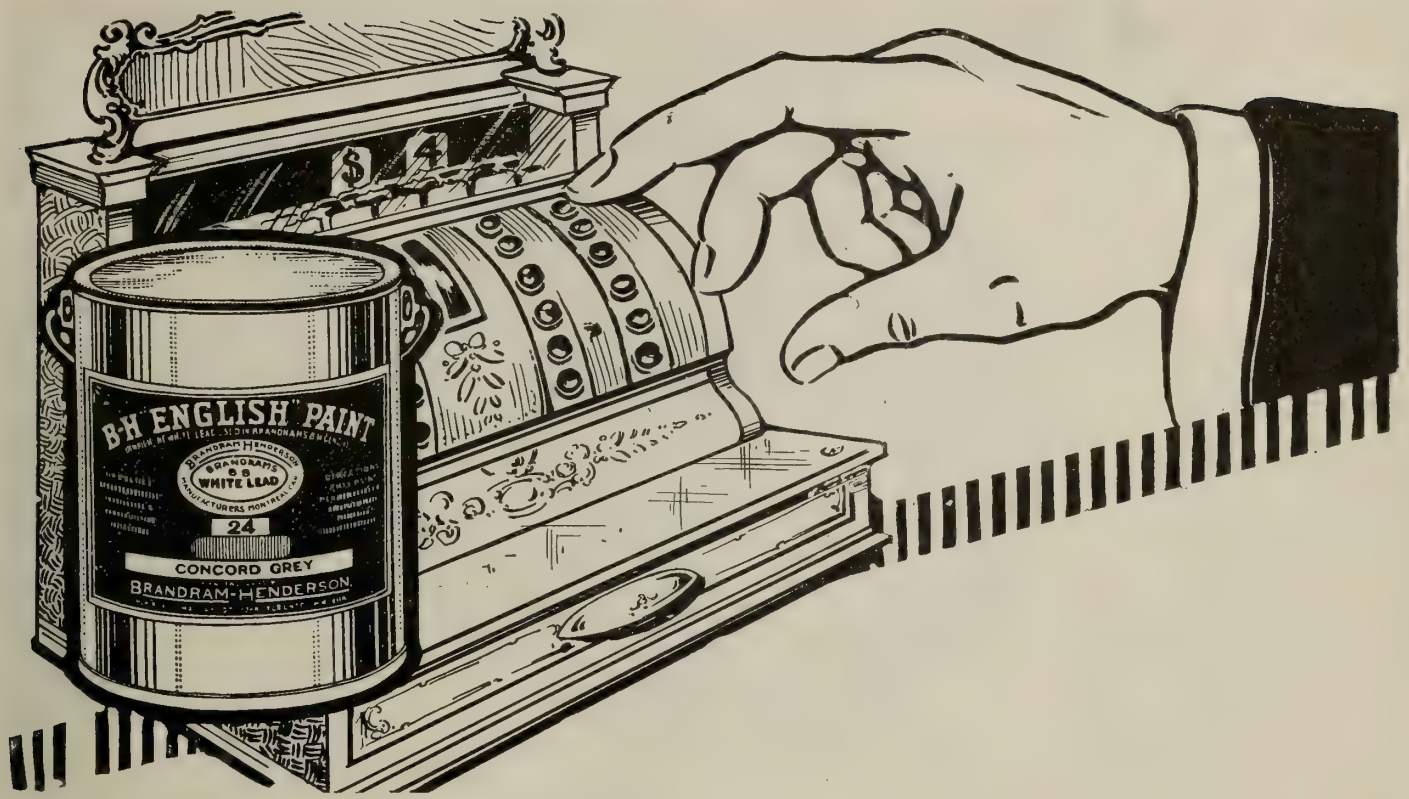
There is a good demand for stovepipe enamel, and other specialty lines.

Turpentine.—In sympathy with the advances in the primary markets which have been made recently, local jobbers have found it necessary to advance the prices also. During the past week the price of turpentine has advanced 5c per gallon. Large quantities of turpentine are said to have been exported from the Savannah of late, and this, together with the usual falling off of supplies, has caused the higher prices to go into effect. Lower prices are quoted in some quarters, but the following are the ruling prices:

	Per Imp. gal.
1 barrel lots	70c
2 to 4 barrel lots	69c
5-gal. lots	77c

White Lead.—A better movement in white lead has been noticed since the re-

(Continued on page 46.)



A PAINT CHECK

is usually a good one---running up into the dollars, the tens and even into hundreds.

It is business you want to get after, and get after with the **Right** Paint,

B-H "ENGLISH" PAINT

The sort that never comes back **AT** you---but brings the **Customer** back **TO** you for more of the same kind.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90%, pure, lb........55-60
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40. 10, 5% from list. Remington UM.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00. net extras, as follows, subject to cash discount only; Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit. doz.		12 50
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 60
No. 3, doz. net	10 00
No. 4, doz., net	11 00
No. 5, doz., net	12 40
No. 6, doz., net	13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2. No. 3, No. 4. from 6c to 60c.

BELTING (Leather)

Extra. 50 per cent.
Standard, 50. 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal.	....	0 21
Drums, gal.	0 18½	....

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge	0 45
Rods, base ½ to 1 in. round	0 42
Tubing, seamless base	0 42
Tubing, iron pipe size, 1 in. base	0 45

Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard, welded	$5 75
30-gal. Standard, riveted	6 00
30-gal. extra heavy	8 25

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	6 50
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	1 75
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash) Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 15
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	14 10
Weighted, 20 lbs., per doz.	16 89
Weighted, 25 lbs., per doz.	19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.: with dome top, 15c extra. Retinned, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per do., lb.	0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.)	0 18
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils. per gross	2 40	6 75
Crayons, per gross	..	0 20

CHISELS

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	30 50	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31 25	29 50
Copper sheet, tinned 14x60, 14 oz.	34 75	....
Copper sheet, planished, 14x60 base.	41 25	31 50
Braziers' in sheets, 6x4 base	30 50	29 50

CORD (SASH)

No. 5, Star	0 50
No. 6, lb.	0 29
No. 7, lb.	0 28
No. 8, No. 9, No. 10, No. 12	0 27½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $4.00; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.00

CANADA PLATES. Montreal

	Assoc.	Ind.
Ordinary, 52 sheets.	3 25	3 15
All bright, 52 sheets	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

M.L.S. and Famous— Per box

IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 50
IX, 14x20 base	6 50
IXX, 14x20 base	7 50
IXXX, 14x20 base	10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLOCKS, ALARM

Good Morning, each	0 80
Look Out	1 00
Big Ben, each	2 20
Baby Ben, each	2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

A value that appeals to particular painters

Moore's House Colors ensure satisfaction everywhere because they work in unison with the brush and have immense covering capacity—their finish is excellent and extremely durable and their price is attractive.

Moore's House Colors combine the very best and most durable pigments thoroughly combined with pure, old-fashioned, well-settled linseed oil and the best dryer —they are free from spurious oils, benzine, water, alkali or other worthless materials.

You will profit by an early acquaintance with our exclusive agency proposition. It's a winner.

Drop us a line for full details.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz.	8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60: flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL

	Doz.
Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE.

	Montreal.
Drums	0 19½
Tank wagon	0 19
	Toronto.
Any quantity, in bbls.	22
Drums, 40-gal., per gal.	20
Tank wagon	19½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING).

	Doz.
Russett rope shank, 1 in.	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over	0 06½
Napping, up to 2 lbs.	0 10

HANDLES (WOOD).

	Net.
Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

..y cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R. W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 00	$0 82
5 in., doz. prs.	1 20	0 95
6 in., doz. prs.	1 30	1 00
8 in., doz. prs.	1 75	1 30
10 in., doz. prs.	3 25	2 25
12 in., doz. prs.	4 00	3 75
14 in., doz. prs.	4 60	4 00

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.
Triplex spring hinges, 40%.
Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.80: No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.15: No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60: "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25: "Sharp" No. 1 and smaller, $1.75: No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Competition	70 10%
Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles, base	2 75	2 50
Common bar, per 100 lbs.	2 20	2 25
Forged iron, per 100 lbs.	2 45	2 35
Refined iron, per 100 lbs.	2 45	2 55
Horseshoe iron, per 100 lbs.	2 45	2 55
Norway iron	4 75	....
Mild steel	2 25	2 25
Sleigh shoe steel	2 30	2 35
Domestic	2 30	2 15
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 45
Toe calk steel	2 85	3 15
Mining cast steel, per lb.	0 07¾	0 08
High speed steel, per lb.	1 00	1 50
Cammell Laird, lb.	....	0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 35%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$ 2 80	44 ft.	$ 8 36
24 ft.	3 36	48 ft.	11 52
28 ft.	3 92	52 ft.	12 48
32 ft.	5 12	56 ft.	16 24
36 ft.	5 76	60 ft.	17 40
40 ft.	7 60		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 19
23-gauge, galv. metal lath	0 21

LEAD

	Montreal	Toronto
Trail, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft.	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A	"	4 25
B.T. Bonnie, style B	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2	"	6 00
B.T. Vollmar, No. 3	"	6 50

BT STANDS FOR B-T

Daisy Churns FOR HAND OR POWER

Daisy Churns FOR HAND OR POWER

The Churn Farmers Ask For

Farmers ask for the Daisy Churn because they have used them and their neighbors have used them for years. They know that the Daisy is the best barrel churn.

Notice the neat appearance. There is nothing clumsy or ungainly about it. The frame is made of flat iron, very compact and strong. The parts of the frame are riveted together and it can be put up in a moment or two by fastening the central board in place. There are no stove bolts in the frame of the Daisy Churn. The legs are out of the way of the operator and you can put a pail close to the churn to drain it off. The beautiful finish of the Daisy Churns will sell them. The oak barrels are handsomely varnished a golden color and the hoops and handle painted in bronze.

The barrel is hand made, to insure an even thickness of the staves from top to bottom. There is practically no trouble with staves breaking. The barrel is correctly shaped, which adds to the appearance.

The frame and barrel—these are two of the most important points out of a dozen we could mention. The Daisy Churn has earned its good reputation and deserves it well.

We make the Daisy Churn to work by hand, and as a power churn for use with gasoline engine. The hand churn can also be supplied for fitting with power attachments.

We also make BT Well and Cistern Pumps, BT Washers and Power Washers, BT Ladders, BT Water Bowls and Tanks, BT Hay Carriers, BT Oat Bowls and Feed Racks, BT Barn Door Track, BT Grain Grinders, BT Butter Workers, and BUTTER BOXES.

Be sure that you have the BT General Catalog No. 23.

BEATTY BROS., LIMITED

BEATTY BROS. LIMITED — BT STANDS FOR B-T — WINNIPEG-FERGUS-LONDON — CANADA

Fergus Ont.
Winnipeg Man.

BEATTY BROS. LIMITED — BT STANDS FOR B-T — WINNIPEG-FERGUS-LONDON — CANADA

BT

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.45 base; Montreal, $2.50 base; London, $2.45 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

Per rod
Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 25

OIL

Can. prime white petrol	0 13	0 13½
Royalite	0 13	0 14
Palacine	0 15½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots
Fine jute, lb. 0 08¾
Coarse, sewer, lb. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Resin sized Fibre, per roll. 0 42
Per 400 ft. roll
Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Dry fibre No. 2 .... 0 30

Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 35
Carpet felt, 20 oz. 2 35
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 10
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78

Lapweld

2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 25
Pine, green, per bbl. 4 75

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.
Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)...$2 10
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal, in barrels 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05
F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28

Basis (⅝ in. dia. and larger.)
Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 23

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 50
L Handle 3 50

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	

Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge	3 00	2 75	2 50
12 gauge	3 00	2 80	2 55
14 gauge	2 85	2 60	2 55
16 gauge	2 85	2 55	2 35
18-20 gauge	2 85	2 60	2 50
22-24 gauge	2 85	2 70	2 55
26 gauge	2 95	2 75	2 60
28 gauge	3 00	2 80	2 75

SHEETS (Case Lots)

Corrugated, galv.
18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00
Discount to dealers 10 p.c.

Galvanized

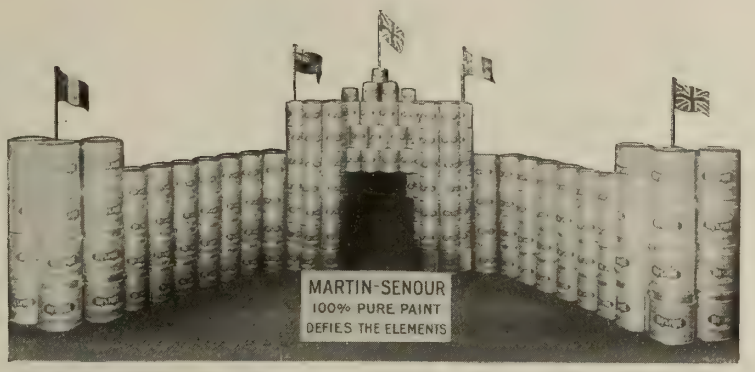
B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 35
22-24	5 45	5 30	5 45
26	5 70	5 45	5 70
28	5 95	5 75	5 95

Premier—14 gauge, $3.90; 16 gauge, $4.00; 18 to 20 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U.S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25. F.O.B. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 15
26 gauge	4 95	4 80
28 gauge	5 45	5 20
10¾ ozs.	5 65	5 60

Add 25c for less than case lots



The Paints and Varnishes that fortify you against complaints and make a Big Advance in your turnover.

MARTIN-SENOUR
PAINTS AND VARNISHES

(MADE IN CANADA BUT SOLD ON MERIT)

The exclusive Agency for this line is a most valuable asset to any merchant's business. Martin-Senour Paints and Varnishes are now so well known for their unsurpassed quality and from the fact that they are so extensively advertised, that more and more people are attracted to the store where they are handled, and consequently they are the easiest and most profitable to sell.

The high quality of each and every Martin-Senour Product is such as to retain and increase the demand of those who have once tried them.

During a year when many manufacturers have curtailed their advertising, sales help and co-operation to such an extent as to almost handicap the dealer, it has been quite noticeable that Martin-Senour Paints and Varnishes were more strongly advertised than ever before. A message of quality and service was circulated through the largest list of Newspapers, Magazines, Farm and Religious Journals ever used by a Paint Firm in Canada. Nearly every Paint user read this message, and Martin-Senour Dealer Agents reaped the benefit.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of Interior and Exterior Displays, Mailing Campaigns, Follow-Up Systems, and direct help of Salesman.

This policy will not be curtailed.

It will be **continued** and **strengthened.**

Would you not like to be counted as one of our **satisfied** and **successful** Dealer Agents who is profiting by this policy?

Drop a line for our Proposition, but do it to-day.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SLIDING SHOES
Onward Sliding Shoes, 40 p.c.

SNAPS
Harness, 25 per cent.

SNOW SHOVELS
Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto
See weekly report.

SOLDERING IRONS
Base, per lb., 33 cents.

SOLDER, WIPING
Acme 0 20
Commercial 0 21
Easy 0 20½
Star Extra 0 23
Strictly standard wiping. 0 23½

SPELTER
See weekly report.

STAPLES Per cwt.
Fence staples, galvanized, in kegs $3 70
Fence staples, galvanized, 25-lb. boxes 3 95
Fence staples, bright, in kegs 2 85
Fence staples, bright, in 25-lb. boxes 2 95
Poultry netting staples, 10-lb. boxes 5 50
Poultry netting staples, 25-lb. boxes 4 95
Poultry netting staples, 100-lb. boxes 4 70
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Undv. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. .... 1[illegible] 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enameled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $2.65; No. 4, $2.70; No. 15, $2.80.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 30	3 41½
No. 9, coil spring..	3 30	3 10
No. 9, plain galv..	3 00	3 05
No. 12, plain galv.	3 15	3 20
No. 13, plain galv.	3 30	3 30
O. & A., No. 10 ...	2 76	2 51
O. & A., No. 11....	2 82	2 67
O. & A., No. 12....	2 90	2 75

F.o.b. London; Base, $2.95; No. 9 galv., $2.80; No. 12, galv., $2.95; No. 13, galv., $3.05; No. 9 coil spring, $2.85.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 20
No. 13 .... 3 30
No. 13½ 3 35
No. 14 .... 3 45
No. 15 .... 3 65

WRINGERS—Less 20 p.c.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS, MOP
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 20½	0 19
Part cask	0 21	0 20

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

1835 1915

JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A.

The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of **Scales** we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of **Butcher Knives** and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff St. **New York City**

Write for complete illustrated catalogue of Spring Scales and Butchers' Cutlery

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVES:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES.

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 80

COATING.

Cement Coating	$2 55 2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER.

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE.

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	
86 to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
[illegible] discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.
Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.
James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor.	9 65	9 80
Elephant Genuine.	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect	9 65	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior.	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (In Paste.)

lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 [illegible]
600 lb. casks, per 100 lbs.	9 90

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls. See weekly report

PAINTS PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 30
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	2 05
Fresco Tone	2 15
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100 p.c. Pure	2 30
Moore House Colors	1 85
Ramsay's Pure	2 10
Ramsay's Thistle	1 70
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 50
Sherwin-Williams	2 30

PARIS, PLASTER.

Per bbl.	2 45

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co. Bergers
½-lb. tins, 100 case	
1-lb. tins, 100 case	
½-lb. pack., 100 case	
1-lb. pack., 100 case.	
50-lb. drums	
100-lb. drums	
250-lb. casgs	

Prices f.o.b Toronto, Hamilton and London.

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
See weekly report for prices.		

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish	2 80
Creo-lac	0 85

VARNISHES

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil.. Finish	1 55
Dulgloss	3 00
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing.	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

The Finish that sells the year round

SHERWIN-WILLIAMS FLAT-TONE

Keep up the sales of your Paint Department when house painting falls off by selling Flat-Tone.

People are now considering the interior decoration of their homes before winter comes along. The desire is for attractive and comfortable homes, particularly during the winter, when so much time is spent indoors.

The beautiful Flat-Tone effects—its durability and economy—all appeal to your customers, at this time of year. Demonstrate its sanitary, washable surface, and beautiful flat, velvety finish.

Flat-Tone will interest your customers because it is adapted for every kind of wall—plaster, stucco, burlap, beaver board, metal walls and ceilings, and woodwork, and it is the ideal finish for every room in the house.

Send us names of prospective Flat-Tone customers; our direct promoting will help your own efforts in going after this profitable fall business. If you don't handle Flat-Tone, now is your opportunity to make a satisfactory beginning.

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.65 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2 50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 04

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $2.90 at Fort William; $3.30 Winnipeg; galvanized staples, $3.35 Fort William; $3.75 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 75c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.75; Winnipeg, $3.10; Glidden cattle, Fort William, $2.60; Winnipeg, $2.93; Glidden hog, Fort William, $2.70; Winnipeg, $3.03; Baker, Fort William, $2.58; Winnipeg, $2.90; Alberta Special, Winnipeg, $2.70; plain twist, per cwt., Fort William, $3.10; Winnipeg, $4.40; coil spring, No. 9, Fort William, $3; Winnipeg, $3.10; coil spring, No. 12, Fort William, $3.20; Winnipeg, $3.60; plain galvanized, No. 9, Fort William, $2.95; Winnipeg, $3.35.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3; 10, $3.06; 11, $3.02; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Garages, Metallic.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Garage, Hardware.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass
Star Mfg. Co., Carpentersville, Ill.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.

Garden Tools.
Doust Specialty Co., Ltd., Toronto.
C. S. Norcross & Sons, Bushnell, Ill.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

Glass Cutters.
Smith & Hemenway Co., New York.

Glass, Ornamental.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son, Montreal.

Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.

Glaziers' Diamonds.
A. Shaw & Son, London, Eng.

Glue.
W. B. Bate & Co., Toronto.
Henderson & Richardson, Montreal
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Millbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

Granaries.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Grindstones.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.

Grinders, Grain.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Grinding Compound.
The Carborundum Co.

Guns.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines.
Victor Saw Works, Hamilton, Ont.

Hammers.
Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.

Handles, Small Wood.
E. B. Salyerds, Preston, Ont.

Hand Hoists.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Screws.
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain.

Hardware, Metal Window.
The Stanley Works, New Britain.

Harvest Tools.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.

Hay Wire.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums.
Collins Mfg. Co., Toronto.

Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hollow Handle Tool Sets.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
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Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Hot Plates.
Collins Mfg. Co., Toronto.

Ice Cream Freezers.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Incandescent Electric Lamps.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
Incubators.
Collins Mfg. Co., Toronto.

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Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
Iron Pipe.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

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Richards-Wilcox Canadian Co., London, Ont.
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A. Ramsay & Son Co., Montreal.
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E. T. Wright Co., Ltd., Hamilton.
Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lamps, Hand Electric.
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Ltd., Toronto.
Lamps, Auto.
Interstate Electric Novelty Co., Ltd., Toronto.
Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Lashes.
MacKenzie Bros., Winnipeg, Man.
Latches.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain, Conn.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
E. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
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Stratford Mfg. Co., Stratford.
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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Lufkin Rule Co., Saginaw, Mich.
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Prairie City Oil Co., Winnipeg.
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Canadian Consolidated Rubber Co., Limited, Montreal, Que.
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Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
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Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metal Polish, Emery Cloth, Etc.
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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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Motor Boats.
Walter Dean, Toronto.
Motors, Canoe.
Melchior, Armstrong & Dessau, New York, N.Y.
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Melchior, Armstrong & Dessau, New York, N.Y.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.
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Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
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Neckyokes.
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Queen City Oil Co., Toronto.
Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Canadian Consolidated Rubber Co., Montreal.
Pails.
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MacKenzie Bros., Winnipeg, Man.
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Hoyt Metal Co., Toronto.
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Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.
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Trimont Mfg. Co., Roxbury, Mass.
Plane Irons.
Buck Bros., Milbury, Mass.
Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
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Henderson & Richardson, Montreal.
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Peck, Stow & Wilcox Co., Southington, Conn.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
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Canadian Consolidated Rubber Co., Montreal.
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Brandram-Henderson Co., Montreal.
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Steel Co. of Canada, Ltd., Hamilton.
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Miller, Morse Hdw. Co., Winnipeg.
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Miller, Morse Hdw Co., Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofing Supplies.
Bird & Son, Hamilton, Ont.
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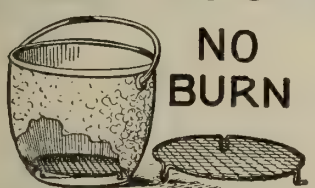

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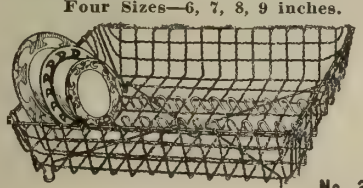
Four Sizes—6, 7, 8, 9 inches.



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Order a few and see for yourself.

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JOHN OAKEY & SONS Limited

Manufacturers of

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Wellington Mills, London, England

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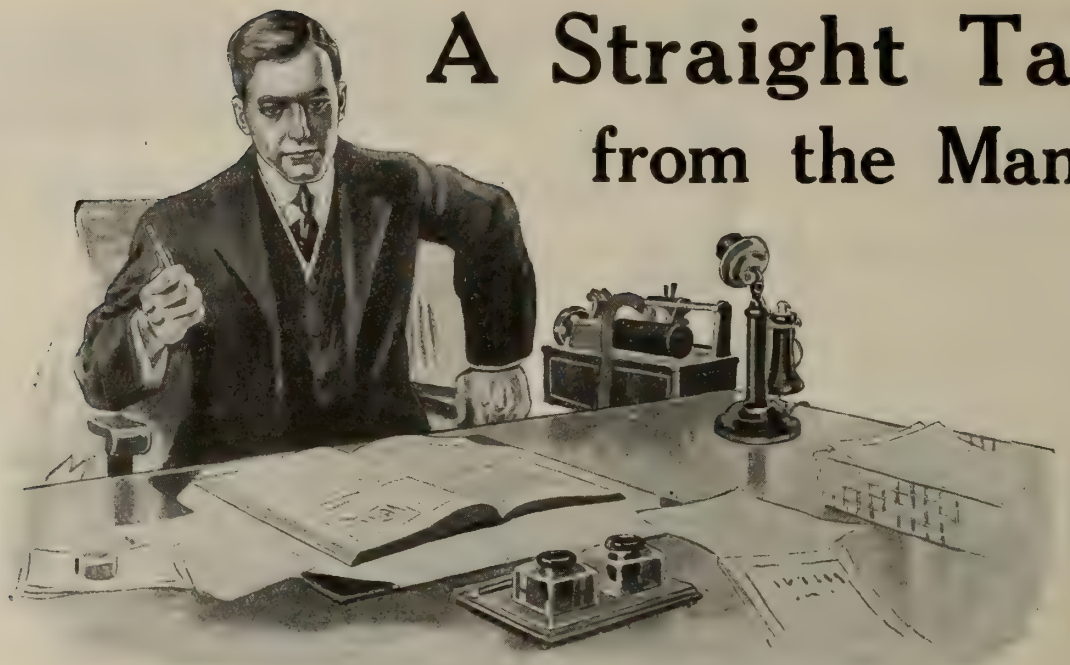

A Straight Talk from the Manager

The Business Revival Is Here

THE Sales Manager of one of the largest manufacturing concerns in Canada told me, the other day, that within the past two weeks he had found rush orders coming in by wire from all over the country. "We have our complete staff working now," said he, "and expect to go on an overtime schedule next week."

The firm referred to makes a wide range of household lines, and has found business pretty dull for over a year. The fact that their trade is undoubtedly reviving has a big significance at this time.

The moral to you as a retailer is that you should lose no time in taking advantage of improved conditions. The full employment of factory workers, and the marketing of our magnificent crops, cannot help but create possibilities for selling more of your goods.

The advertising pages of this week's issue will afford you many suggestions of lines that you can profitably push just now.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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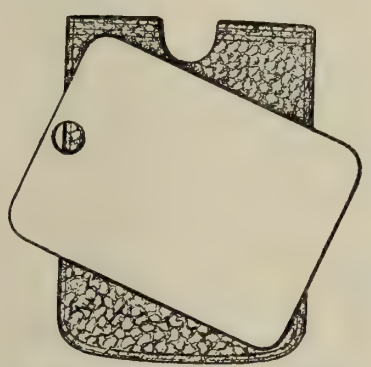

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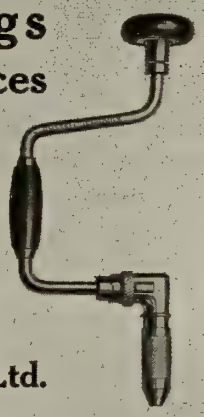

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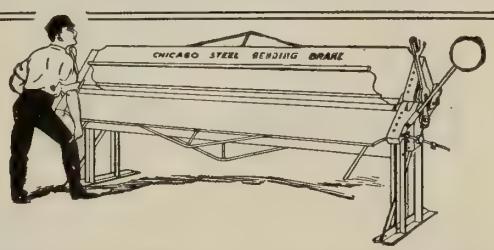

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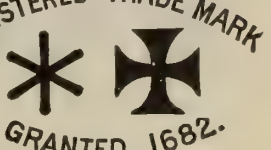

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Factory, HAMILTON, ONT. **Branch, 109 Powell St., VANCOUVER, B.C.**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

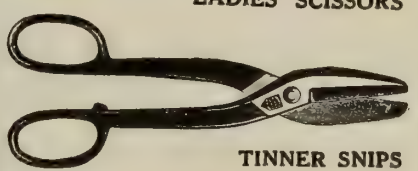
HENRY P. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER Limited, New York
A. MacFARLANE & CO., Montreal Canadian Agents.

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

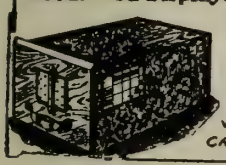
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

ASSIGNEES AGENTS LIMITED
154 Simcoe St., Toronto

COLLECTIONS - ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS. LIMITED Montreal

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be **readily converted into a Windmill Pump** by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

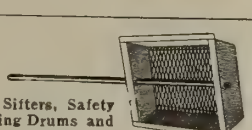
HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

ASH SIFTERS



Headquarters for Sifters, Safety Patent Pipe, Heating Drums and Wood Stoves.
Write for catalog and prices.

THE COLLINS MFG. CO.,
415 Symington Ave., Toronto.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

"It is my opinion that for big game the Ross .280 Rifle is the best in the world."

B. K. Miller, Wild Rose, Wis., U.S.A.

Mr. Miller adds:—"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

Dealers find this rifle, which is enthusiastically praised by the keenest Canadian as well as American sportsmen, a valuable addition to their stock.

The Ross .303 Sporting Models are also very popular.

Their accuracy and reliability combined with their comparatively low price make them universal favourites.

Another good seller is the Ross .22 Cadet Rifle. It is adopted by the Government for Cadet Corps, and is a strong, reliable and accurate arm suitable for the roughest use on camp or trail.

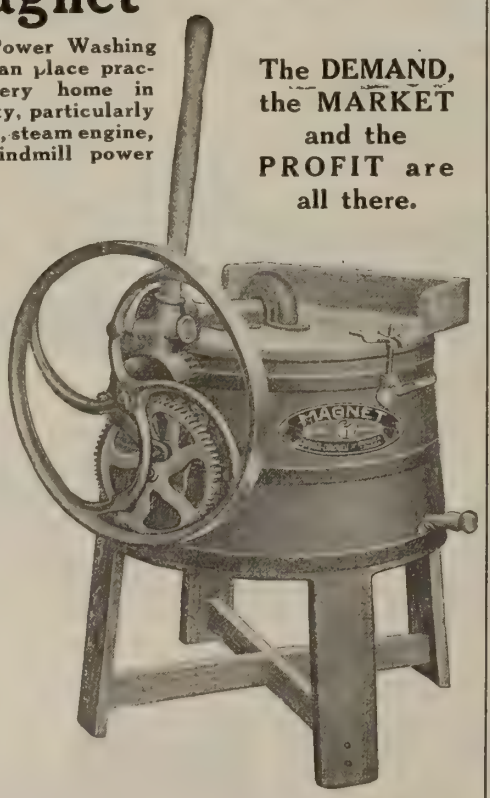
ROSS RIFLE COMPANY - QUEBEC

The **Magnet** Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

The DEMAND, the MARKET and the PROFIT are all there.



CUMMER-DOWSWELL, Ltd., Hamilton, Canada

PEERLESS Ornamental Fencing

IT is easy to explain the merits of Peerless Ornamental Fencing to a prospective customer. There are so many things in its favor. First, it is really an ornamental fence; second, it is an economical, and at the same time, durable fence; third, it beautifies home surroundings and presents a splendid appearance. Gate and fence match well together. Then, too, there is money in it for you.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire. Peerless fence is easy to erect, and will hold its shape for years to come.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc; also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man., Hamilton, Ontario

GALVANIZED and BLACK STEEL SHEETS

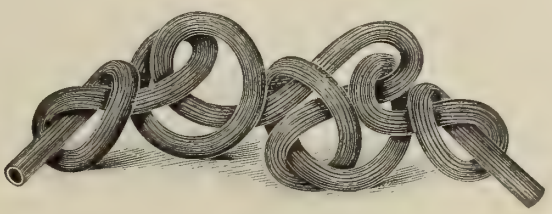
Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



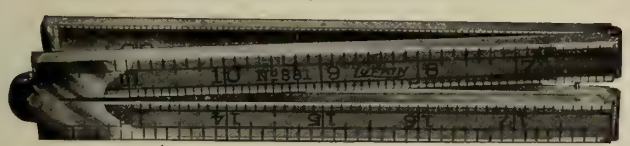
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

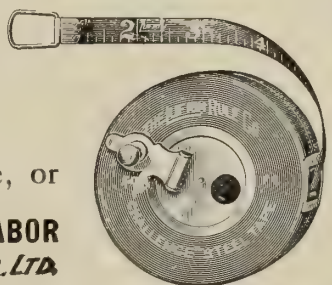
Toronto Montreal Winnipeg Regina Saskatoon Calgary Edmonton Vancouver Fort William

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS

Talk Number Twenty-One

Of course this is a poor time to put in a heavy stock, but look out that you are not caught with nothing to take care of the "Just-before-winter" repair j bs.
That's the beauty of using "PREMIER" galvanized sheets; they're made right here in Canada, and we carry the stock for you. Ask your jobber for PREMIER prices.

TINKER TOM.

Look for Talk No. 22 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON. CANADA

66-S

McKINNON

Electric-Welded Electric-Welded

Electric-Welded—Coil, Log, and Boom Chain
All sizes to ¾″ inclusive.
Every Link Proof-Tested and Inspected.

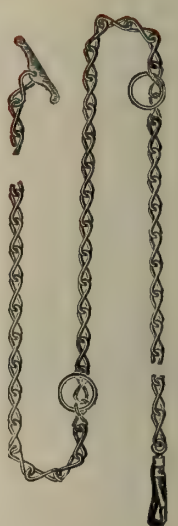
SWELLED-WELD

Cow Ties
All Styles and Sizes.

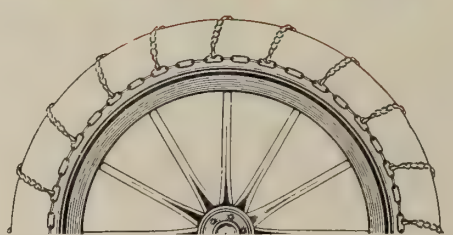
Electric-Welded Trace Chain
All Sizes, Lengths and Styles

Ask Your Jobber For McKinnon Chains

CHAIN



Halter Chains
All Sizes



Anti-Skid Chain

Sold by Jobbers

MADE IN CANADA

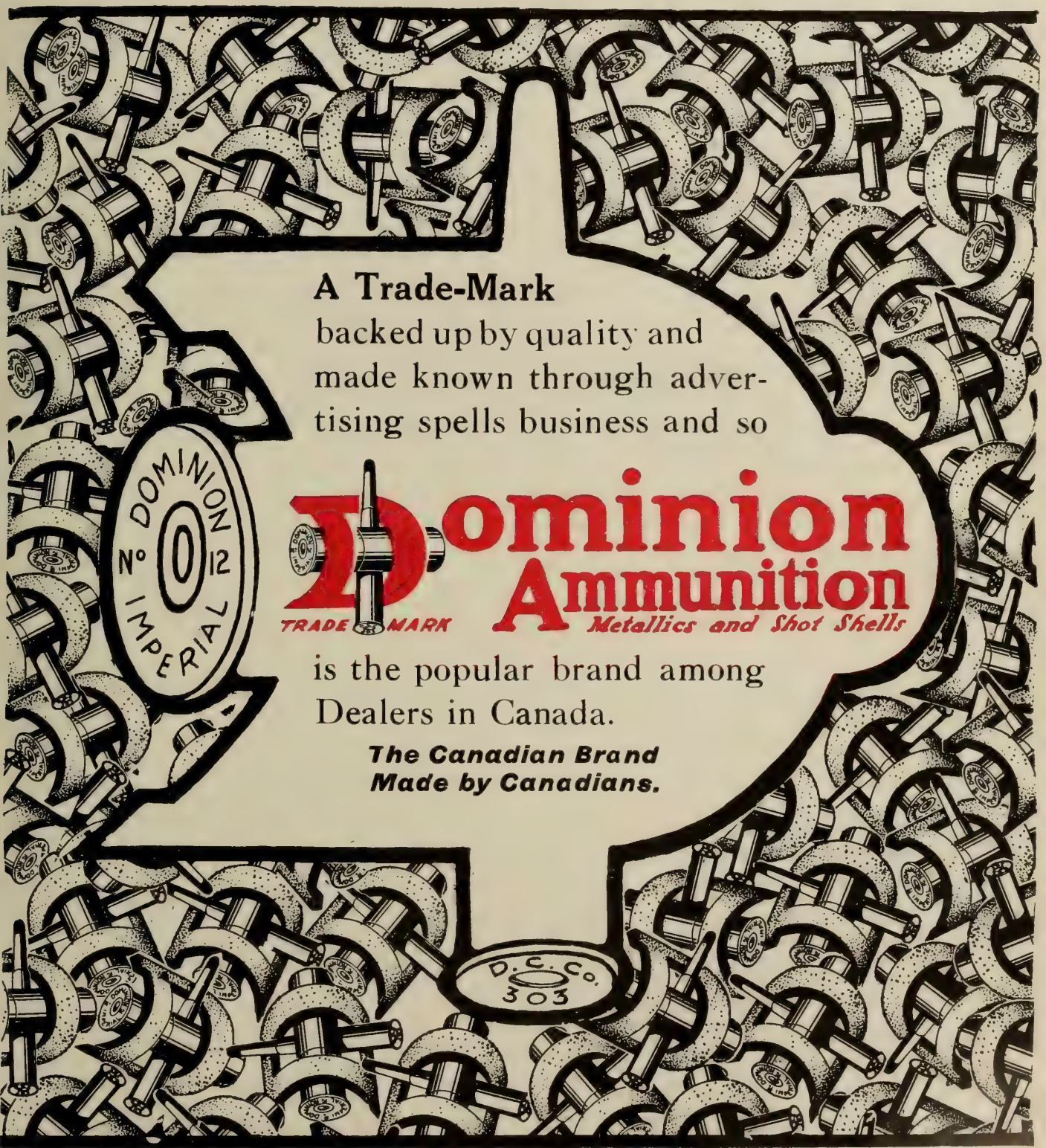
Guaranteed by Makers

McKINNON CHAIN COMPANY

Sales Office and Factory: ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 October 30
No. 44 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA



Made in
La Salle, Ill
— by —
Westclox

BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

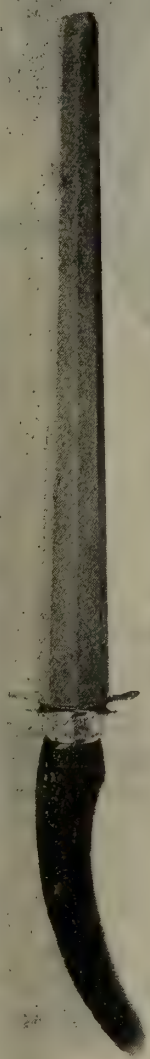
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

Might We Suggest That You Stock Up On Carborundum Knife Sharpeners Right Now?



OF course, they sell any time, but in the fall when turkey carving days come you have the logical time to push Carborundum Knife Sharpeners still harder. Show them in your windows along with the carving sets—display them on your counters—your customers will surely be interested in a sharpener that puts an edge on any household knife in a twinkling. A sharpener that really cuts—faster, cleaner than the old-time steel.

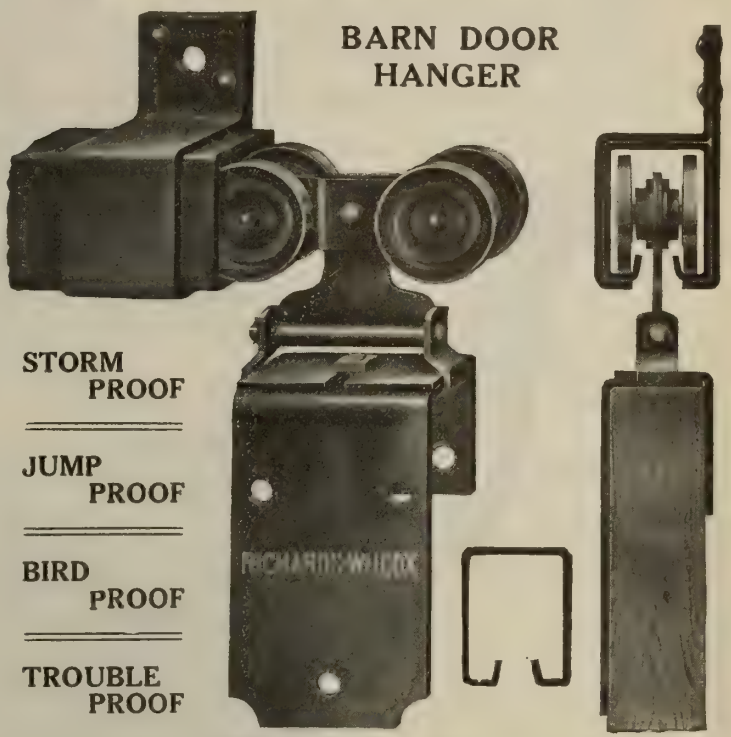
Made with genuine stag or wood handle—put up in attractive display cartons.

Better stock up now and be prepared for the carving season. Incidentally they help YOU to a nice slice of profit.

The Carborundum Company
Niagara Falls, N. Y.

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

Richards-Wilcox
Canadian Company, Ltd.
London, Ontario.

The Magnet Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

There's going to be a big demand for

UNIVERSAL

Percolators during November. Are you ready for it ?

Send for the

UNIVERSAL

Percolator Window Trim and details of the Window Trim Contest.

UNIVERSAL
Coffee Percolators

circulate the water through the coffee six to ten times more than any other make, extracting every bit of the flavor and aroma from the coffee berry and making the most delicious beverage imaginable.

By the **UNIVERSAL** Process the water starts circulating through the coffee as soon as heat is applied to the percolator, and before the boiling point is reached percolation is completed and the coffee is ready to serve.

UNIVERSAL Percolators are made in various designs and sizes in Aluminum, Porcelain Enamel, Copper polished or with nickel or silver-plated finish. Prices to suit every purchaser.

For prices, discounts and full particulars of the November Campaign, write to your jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

UNIVERSAL

LEWIS BROS., LIMITED, MONTREAL

MAIL ORDERS

$ $

When sent to us
WILL MAKE YOU MONEY

WE MAKE THE PRICES RIGHT

WE FILL ORDERS COMPLETE **WE HAVE THE FACILITIES**

We Carry the Largest and Best Assorted Stock of Hardware

IN CANADA

WE SHIP PROMPTLY

NOTE **this list of very Seasonable Goods and Check Them Up Against Your Stock**

CUTLERY	CARVING SETS	SEWING MACHINES
CLOCKS	ELECTRIC IRONS	CARPET SWEEPERS
ASH SIFTERS	SNOWSHOES	BOYS' SLEDS
ICE SKATES	SLEIGH BELLS	CARRIAGE HEATERS
HANDLES—AXES	CROSS CUT SAWS	COLLAR PADS
HORSE BLANKETS	SNOW SHOVELS	DOOR MATS
GAME TRAPS	LANTERNS	DAMPERS
STOVE PIPE	LUMBERING TOOLS	HOCKEY STICKS
ROOFING	WEATHER STRIP	BUCK SAWS

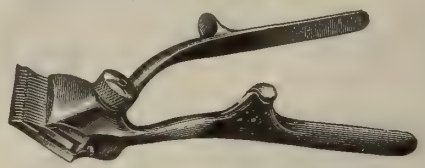
FIRE ARMS, AMMUNITION, SPORTING GOODS OF ALL KINDS

LEWIS BROS., LIMITED, MONTREAL

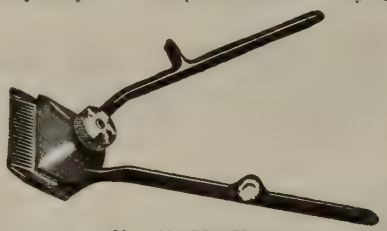
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement. not paralleled by any other American manufacturer.

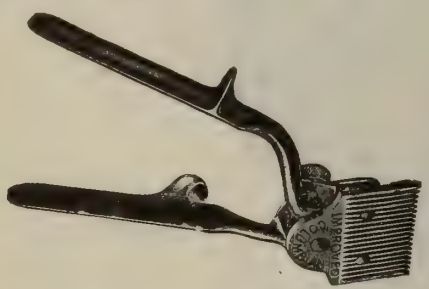


STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.

SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

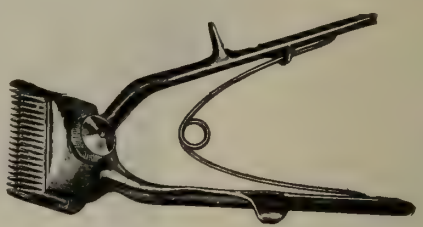
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

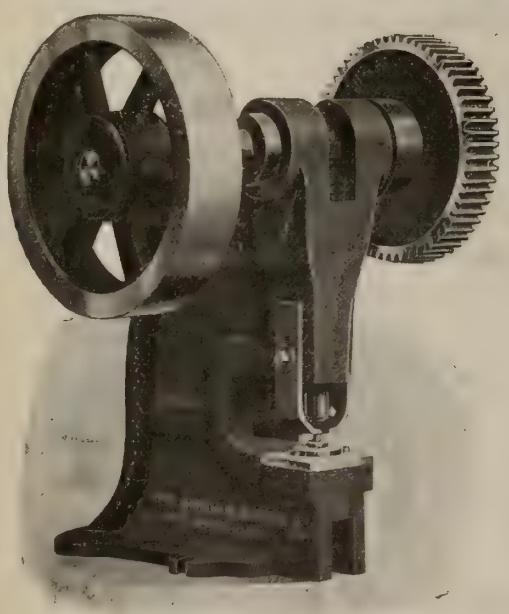
Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.

"B.B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

SAVOY
ROASTERS

Like Packard, we would say: "Ask the woman who owns one." Self-basting—no chance of burning—easily cleaned—Savoy Roasters are most praised not by the dealer who has them to sell as by the woman who has one to use. SMP offer ten different sizes and finishes—all good and all good sellers.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

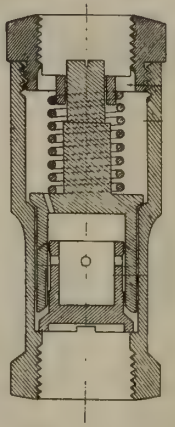
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION

Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

Up-to-date Brushes

SIMMS BRUSHES have the quality, the flexibility and the durability that make them strong favorites with practical painters. The bristles are "fast" set—there is no coming out, no agitated users.

that will advance your brush sales

OF THE MANY ATTRACTIVE READY-SELLING SPECIALS FOR THE HARDWARE TRADE, DONE UP IN DISPLAY BOXES.

We can supply your requirements from an artist brush to a street sweeper.

The selling prices linked up with this extraordinary quality, the Simms reputation and the Simms attractive finish, will quickly put your brush department results on the incline.
ILLUSTRATION HEREWITH IS ONLY ONE

Be sure to specify SIMMS when placing your brush needs with your jobber.

If he cannot supply you, write us direct.

THE ONLY MAKERS OF SET-IN RUBBER BRUSHES IN CANADA.

SIMMS SET IN RUBBER SIMMS

T. S. SIMMS & CO. LIMITED

ST. JOHN, N.B.

SIMMS TRADE MARK

SAMSON ROOFING

CONFIDENCE

To establish confidence between your customer and yourself a line of quality goods at reasonable prices is necessary.

If it is a question of ready-roofing, SAMSON Roofing is the one to sell.

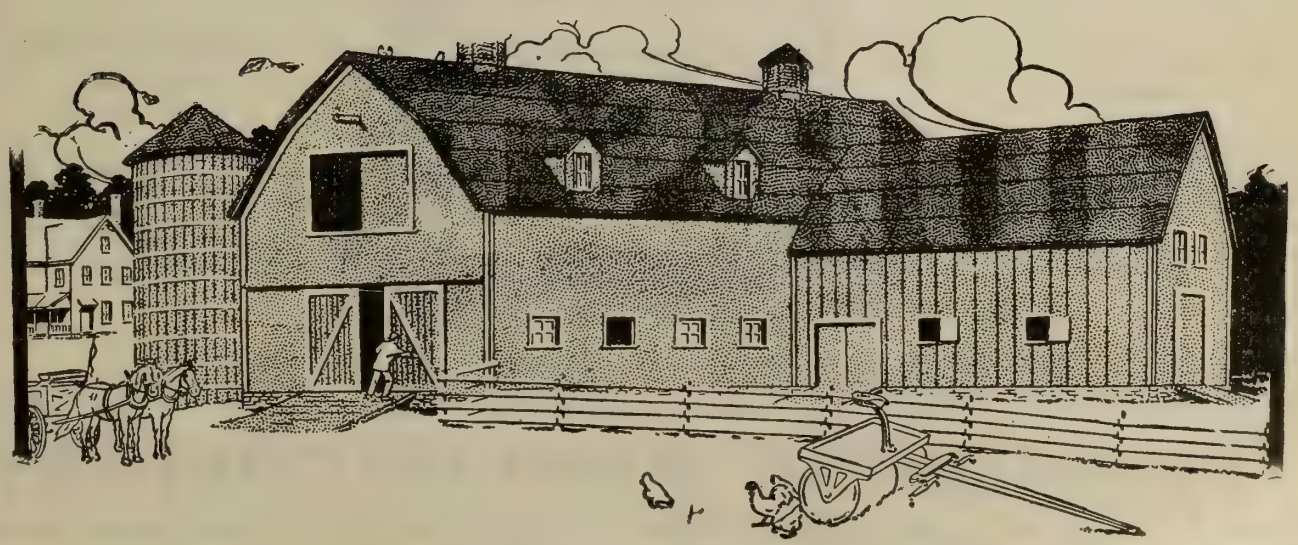
In it we have combined every excellence that can enter into the making of a successful Roofing.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO



Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

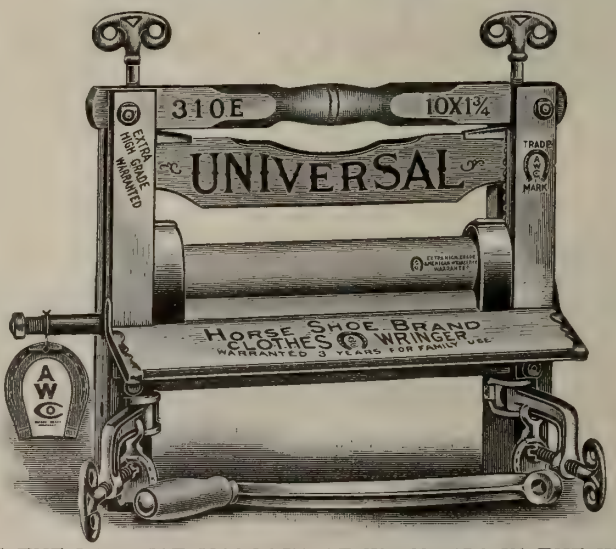
Canada Steel Goods Co., Limited, Hamilton, Canada

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

WROUGHT PIPE

BALE TIES

WIRE BOLTS AND NUTS

IRON AND BRASS SCREWS

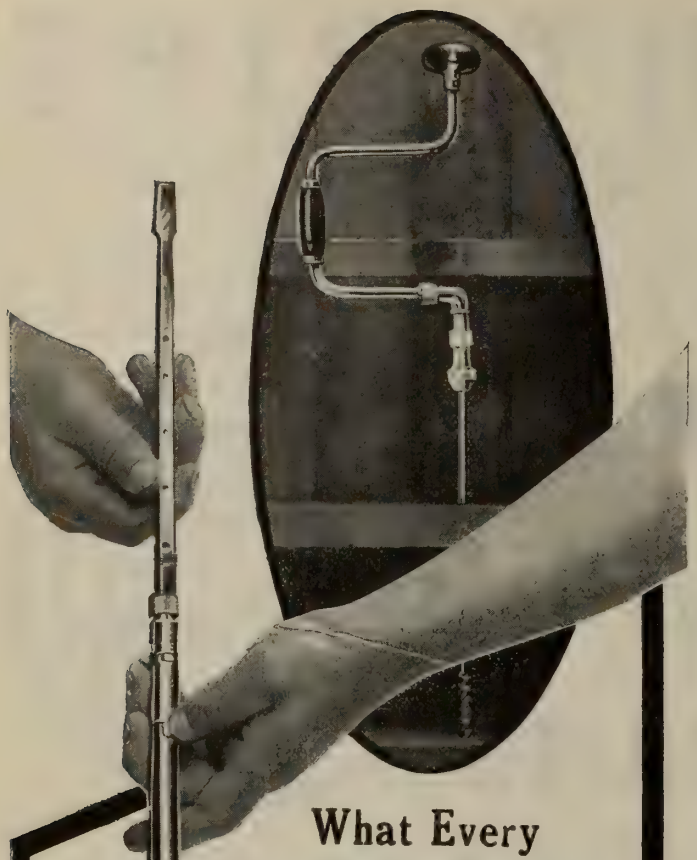
"TIGER" WHITE LEAD

Tacks,
Iron and Steel Bars,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails,
(MRM & Bell) (MRM)
Putty.

QUALITY GUARANTEED ***PROMPT SHIPMENTS***

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX



What Every Dealer Knows

He knows that the **necessary** tool is the tool that sells. And he knows—and his prospective customer soon realizes—that there is no tool more necessary for getting into the out-of-the-way places than

MILLERS FALLS
EXTENSION BIT HOLDER No. 6

For just such jobs as that shown above—carpenters, electricians and metal workers run up against them daily—this is the ideal tool. Outer sleeve telescopes over inner spindle, combining lightness with strength. Chuck with four reliable strong steel jaws, made in one piece, grips firmly over shoulders of bit stock shanks. Will follow bits of 5/8 inch and larger into their bores. Total length, collapsed, 16½ inches; extended, 24 inches. Easily fits into any kit.

Millers Falls Tools that are Business Getters

You should carry this Bit Holder in stock, and also Millers Falls Breast Drill 112, Hand Drill 1980, Hack Saw 1027 and Glass Cutters—all of reliable and durable qualities that make them "easy to talk" and satisfying to sell. Send for catalog showing complete line.

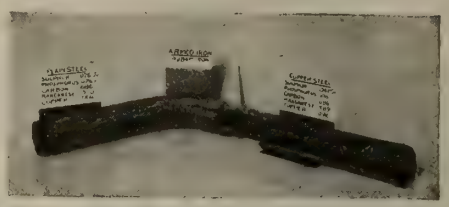
MILLERS FALLS TOOLS

Millers Falls Co.
Millers Falls, Mass.

New York Offices:
28 Warren Street.

The Millers Falls Exhibit at the Panama-Pacific Exposition is in Block 26, Avenue D, Manufacturers' Building. Don't fail to visit it while at the Fair.

The Test of Any Commodity Is That Of Service



Section of down spout in service under severe conditions for four years. Straight portions of Steel,—elbow of Armco Iron.

As a result of its remarkable purity (never less than 99.84% pure iron) and the care and skill exercised in every phase of its manufacture

ARMCO IRON Resists Rust

far better than steel or any other iron. Gas inclusions in iron or steel greatly accelerate corrosion, besides bringing a train of other evils. The elimination of gases by the methods developed at Middletown is highly successful.

Armco Iron, because of its basic purity, receives and retains a better coat of galvanizing than ordinary material. This, too, adds decidedly to service life.

ARMCO IRON FOR ELECTRICAL PURPOSES

The high conductivity of Armco Iron (50% greater than that of steel) makes it the most available material for many electrical purposes. Its use in the forms of third rails and telegraph and telephone wire is highly practical and economical.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

"Metallic" Building Materials

Die-Stamped Eavetrough Saves You Money!

The "M. R. Co." Lines of

TROUGH AND PIPE

Are Winners All Through

Let us have your next order—you'll be well pleased. Now booking for Spring shipment.

Get our Spring Shipment Proposition—It's attractive.

We are makers of the Conner All-steel Conductor Hook.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

STAINLESS

TABLE I·XL CUTLERY

Manufactured by

GEO. WOSTENHOLM & SON

4618T 4618T

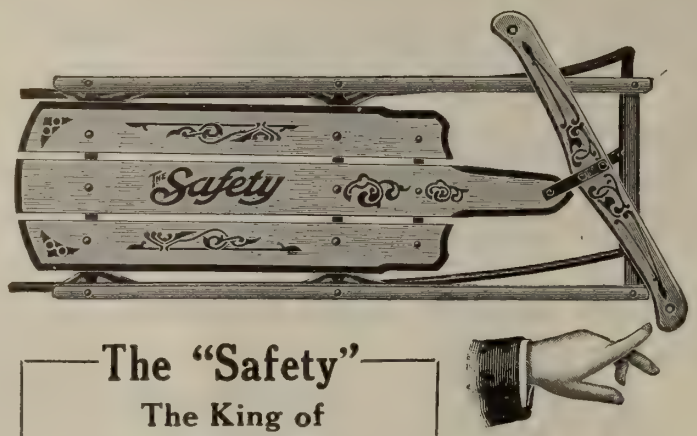
Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE

A. MACFARLANE & CO., Montreal, Canadian Representatives.



The "Safety"

The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

A Quick Sales Producer

The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

The sled bench (patented) is a solid stamping of WROUGHT STEEL, being lighter, neater and stronger than ANY OTHER method of construction.

The top (patented) DOES NOT MOVE, thereby enabling the operator to guide the sled much easier without danger of pinching the fingers as is common with OTHER flexible sleds.

The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

Packed two in a bundle. No shipment made of less than 1/6 of a dozen. The best assortment to buy in dozen lots is:—

1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

MADE IN 6 SIZES
1915 Price List

Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

Canadian-Warren Axe & Tool Co., Limited

St. Catharines, Ontario

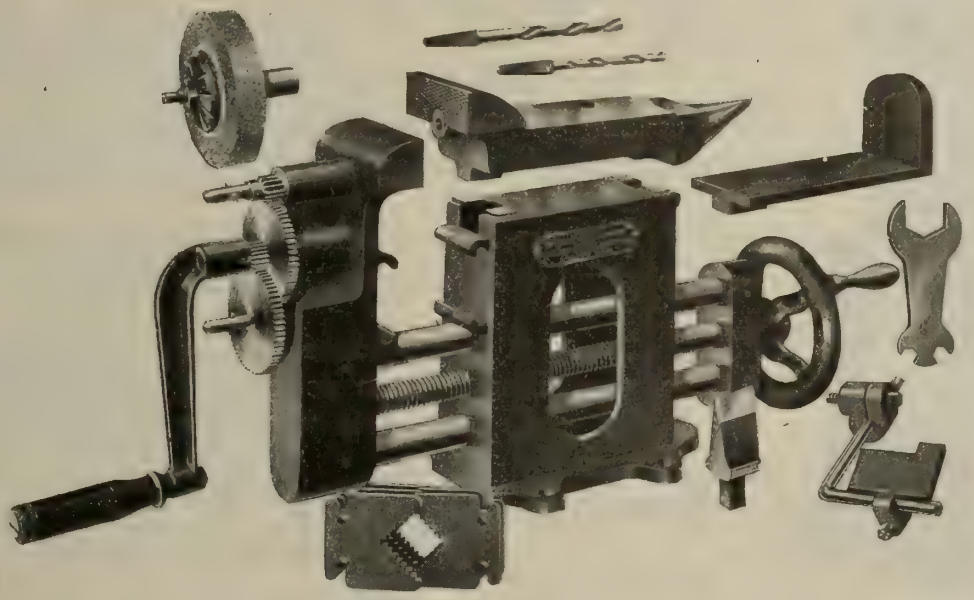
MADE ONLY BY

Wm. Newman & Sons LIMITED

BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

A MARVELOUS SELLER



THE
Stewart Handy Worker
THE COMPLETE HOME WORKSHOP

It Comprises :

A steel faced vise up to 4½ inches.
A steel pipe vise of marked superiority, takes pipe up to 1½ inches.
A strong and sturdy anvil.
A cutting hardie.
A corundum grinder, 5 inches by 1 inch; 3 speeds.
A two-speed drill press, taking any standard drill.

A stable, practical combined tool, that sells to your customers for only $14.00, and which shows you a liberal profit.

Boxed for shipment, weighs 90 pounds **From your jobber, or write for dealers' prices**

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

SELF-FEEDING FURNACES

MEAN A

REVOLUTION IN HOT AIR FURNACES

The Whole Heating Trade Interested

Our 1915 development of the perfect-working Self-Feeding Modern Novelty Hot Air Furnace is a triumph of 25 years' experience of the wants of the Hot Air trade.

The merits and value of the Self-Feed principle once explained to a customer, no other will do.

A warm house all day and all night.
Less shovelling. Less cleaning. More heat all the time.
The trade invited to write for catalogue and prices.

Toronto Furnace & Crematory Co.
LIMITED

Foundry and Warerooms:
14 Morrow Avenue

Office and Salesrooms:
111 King Street East

ONLY MANUFACTURERS OF SELF-FEEDING FURNACES IN CANADA

"I can sift ashes now."

Canada Dustless Ash Sifter

makes ash sifting thorough, easy and clean

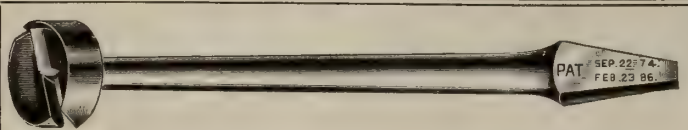
Permits no waste, cuts coal bills in two, and lasts a lifetime. A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Sell one to a home and you'll soon sell to the next door neighbor, as users invariably recommend them.

Sold by leading hardware dealers.

Write for particulars.

J. SAMUELS, 275 Queen St. W., Toronto, Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper

DAVIDSON'S

PREMIER LEADER
Square with High Closet

PREMIER LEADER Steel Range

The general demand this season is for a moderate-priced range.

Many stove dealers are reporting business better than usual on account of the popularity and demand for the Premier Leader. As for ourselves, "Leader" sales have exceeded our own expectations.

Why? For the reason that the Leader is the best value at the price of any range on the market.

When you can get a range, constructed of only high-grade, selected material, one given the most careful workmanship and of a modern and distinctive design, at the exceptional moderate price of the Leader, there is no reason why you should not make sales. Order a sample range and get in on the business.

The Premier Leader is made square, or with reservoir, and can be fitted with high shelf, high closet or attractive Persian closet.

Duplex grates for coal or wood, or wood grates for wood only can be supplied.

The Thos. Davidson Manufacturing Co., Limited

Toronto **MONTREAL** **Winnipeg**

Our Conductor Pipe has the tightest seam of any pipe on the market.

Eavestrough, elbows, ridge roll, valleys, skylights and ventilators, etc. **Corrugated Iron.**

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

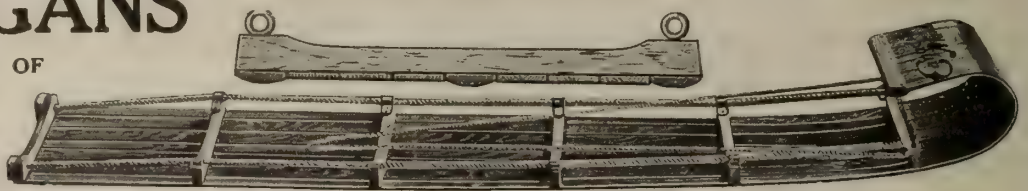
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

TOBOGGANS—"THE CANADIAN MAID"

TWO GREAT FEATURES OF "THE CANADIAN MAID"



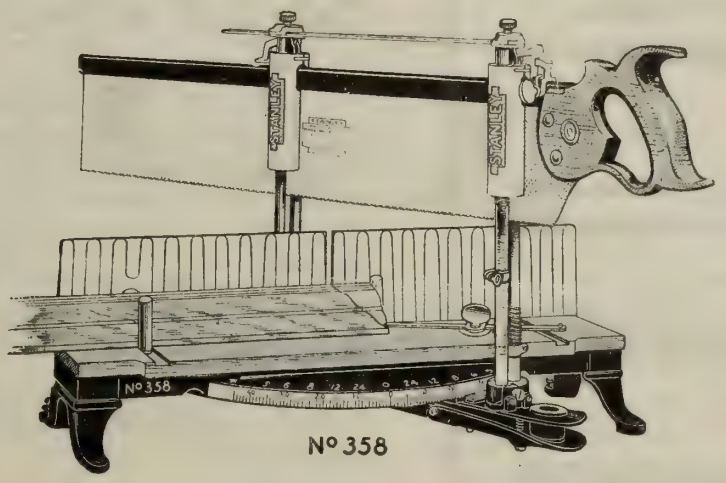
First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

PACK-TOBOGGANS A SPECIALTY. Full information on request. Write for Prices and Dealers' Discounts.

WALTER DEAN, ∴ Foot of York Street, ∴ TORONTO, CANADA

Stanley Tools



Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A Few Striking Features

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.
Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw at angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical: all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.

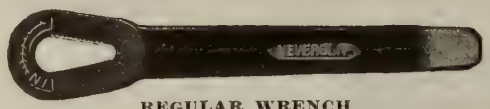
A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box. May we send you some special circulars containing complete description?

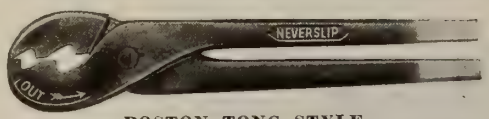
STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

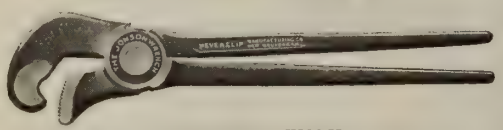
EVERY TOOL GUARANTEED



REGULAR WRENCH



BOSTON TONG STYLE
Made in two sizes, Small for 5/16, 3/8 and 7/16. Large for 1/2, 9/16 and 5/8.



JONSON WRENCH

SQUARE WRENCH
Made in three sizes, No. 1 for 5/16 and 3/8. No. 2 for 7/16 and 1/2. No. 3 for 9/16 and 5/8.

MACHINE TAP

HAND TAP

When You Sell a Red Tip Calk Sell a Red Tip Tool

You will have no difficulty in selling either. **Red Tip** Calks keep horses from slipping under all road and weather conditions and most every horse owner knows it.

Red Tip Calks can best be applied by the use of **Red Tip** tools, which are designed specially for the purpose.

Buyers have accustomed themselves to looking for the **Red Tip** on both calk and tool.

Write us for full selling particulars.

THE NEVERSLIP MANUFACTURING CO.
559 PIUS IX AVE., MONTREAL
U. S. FACTORY: NEW BRUNSWICK, N. J.

W P
WARD

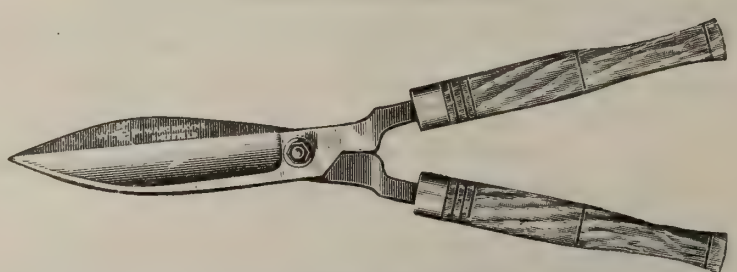
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork.

No. 5817—"Ideal" Regd. Rake.



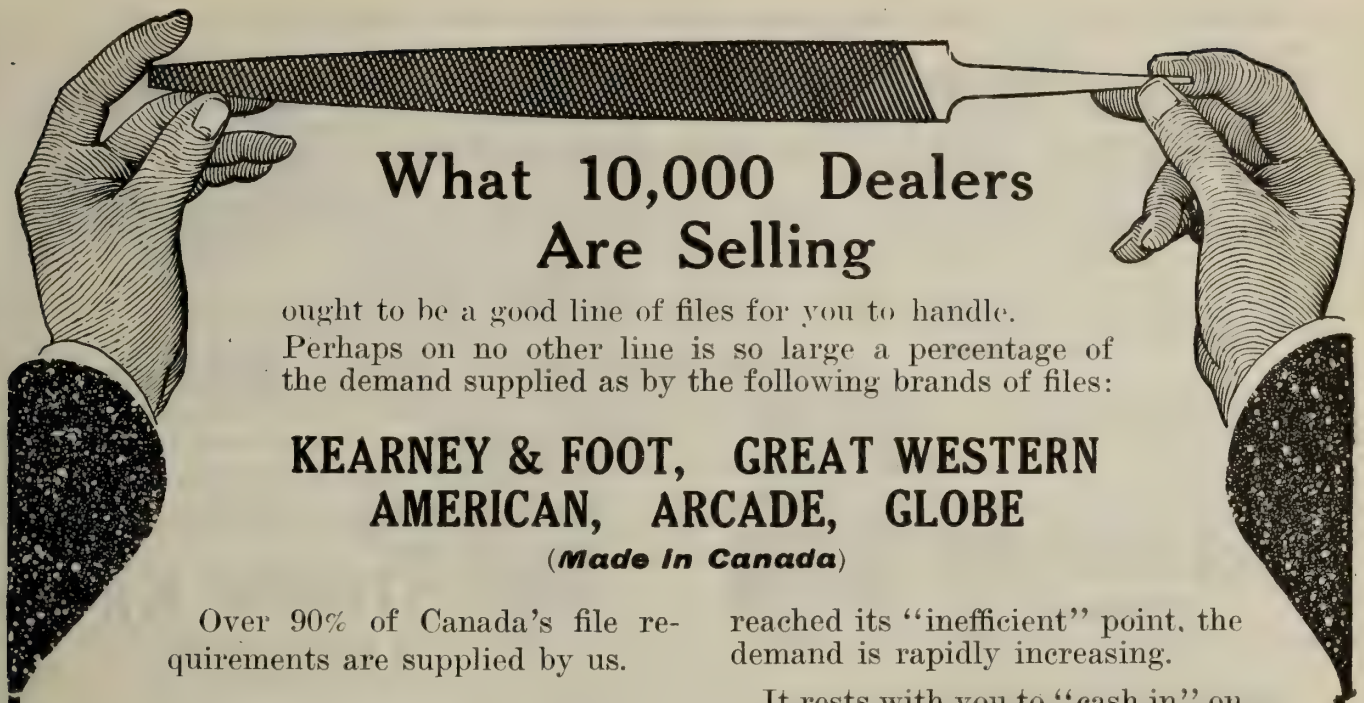
No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.



What 10,000 Dealers Are Selling

ought to be a good line of files for you to handle. Perhaps on no other line is so large a percentage of the demand supplied as by the following brands of files:

KEARNEY & FOOT, GREAT WESTERN
AMERICAN, ARCADE, GLOBE
(*Made in Canada*)

Over 90% of Canada's file requirements are supplied by us.

And owing to our educative advertising campaign on the economy of discarding a file when it has reached its "inefficient" point, the demand is rapidly increasing.

It rests with you to "cash in" on this aggressive campaign. You'll be able to sell two files where you now sell one.

NICHOLSON FILE COMPANY **Port Hope, Ont.**
(Jobbers Everywhere)

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

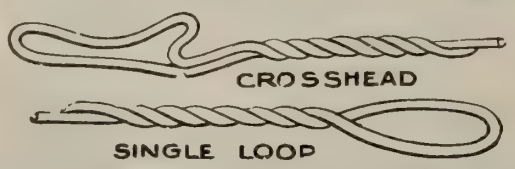
SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

Baling Wire and Bale Ties

Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

THE STORM KING LANTERN

Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

Better Than Other Razors

Made in the second largest razor factory in the world—These razors are superior in quality and lower in price than those formerly imported from Germany. We have a full line. *Write for particulars.*

GENEVA CUTLERY CO., Geneva, N.Y.

Montreal Office:
SAUNDERS & WAINWRIGHT
204 St. Nicholas Building

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVES:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

TRADE CHICAGO MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?

CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK

THE PLANT BEHIND OUR PRODUCTS

Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

JOHN CHATILLON & SONS

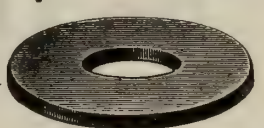
85 Cliff St. - New York City

JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A.

Quality is absolutely guaranteed.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

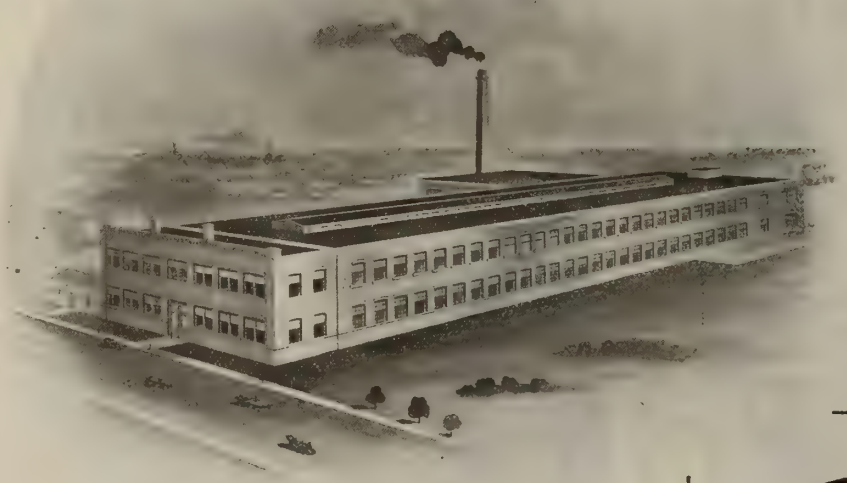
Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.



The Plant and the Guarantee behind

National

MACHINISTS' and WOOD WORKERS' TOOLS

Write for Catalog—it shows actual photographs of and fully describes the National line of Quality Tools.

National Machinery & Supply Co. Limited

HAMILTON - CANADA

NATIONAL

GUARANTEE

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace without cost any parts broken or badly worn when due to faulty material or construction.

Advertisers Cannot Be Overlooked

Being in the background of a merchant's mind at a moment which decides the direction business shall take, may mean serious losses. When you advertise you cannot be overlooked—you always receive consideration—a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has the time to listen—when he sits down to read *Hardware and Metal.*

"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

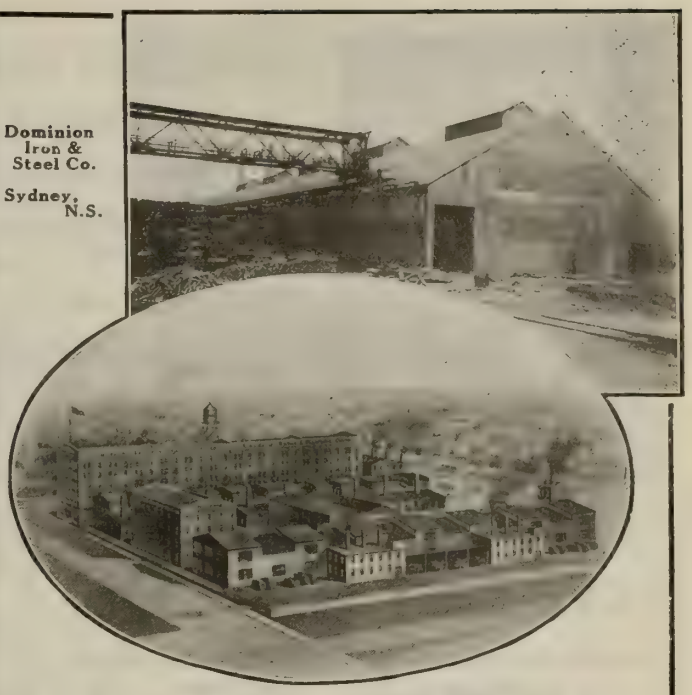
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



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Toronto, Ont.

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By giving your customers economical roofing you gain their friendship and future trade. Many hundred dealers and tinsmiths in Canada have increased their business by RECOMMENDING—

Rust-Resisting Anti-Corrosive

TONCAN METAL

ROOFING

Toncan Metal Roofing is rust and corrosion-resisting because it is as pure as it is possible to make commercial sheet metal, uniform in structure and very dense.

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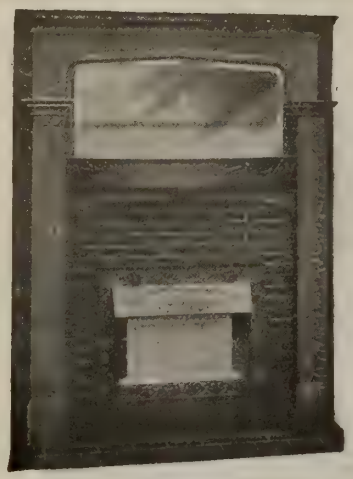
The Stark Rolling Mill Company

Canton, Ohio

Sole Manufacturers



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A WORD FOR QUALITY

THERE IS ONLY ONE

"HENDRYX" Mission Cage

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The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

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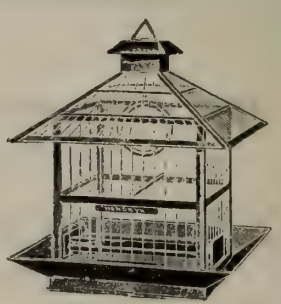

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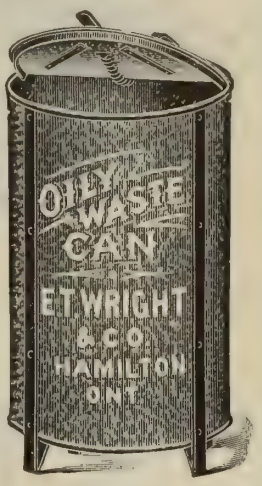
GIVE YOUR BUSINESS THE PROTECTION IT NEEDS—The insurance companies demand it, and your own personal interests deserve it.

Well Buckets.

Fire Buckets.

Fire Bucket Tanks.



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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

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In any business, the best test of success is re-orders.

With few exceptions, the house that has to get its trade each year from entirely new customers is under suspicion. If the dealings were fair, and the price right, and if the goods stood up and proved their quality, the same customers ought to come back and order again and again.

Some of our customers have been buying our rubber goods, week in and week out, for over fifty years.

Our line-up is complete, our quality is unexcelled and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 30, 1915. No. 44

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all our customers about

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and the appliances that go with it.

It's the biggest seller we have ever got next to.

A TREMENDOUS REPEATER

It has a "come-back" like a "mule's kick."

Quick turn-over and good profits or we take it back.

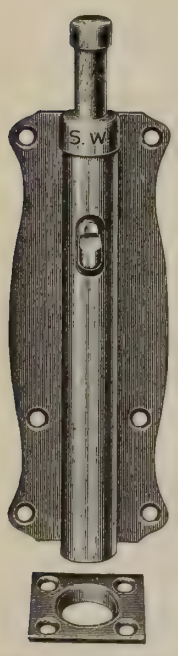
Write NOW to

MACKENZIE BROS., LIMITED

WINNIPEG

The Strings of Your Piano

are made from the same kind of wire that is used for the springs of Stanley Foot and Chain Bolts.



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ONE indication of quality in these bolts is the Stanley Sherardized Spring. This process affords as good a protection against rust as it is possible to obtain, and guarantees long life to the bolt. The springs are made of the best grade of piano wire.

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10-inch, one in a box with screws; 6-inch and 3-inch, one-half dozen in a box with screws.

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MONTREAL

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Stanley Products received the highest award at the Panama-Pacific Exposition.

HARDWARE AND METAL

Established 1888. TORONTO, OCTOBER 30, 1915 Vol. 27. No 44

Upward Trend of Iron and Steel

Unusual Conditions in the Iron and Steel Trades, Owing to the War — Many Lines Have Advanced in Price and Further Advances are Probable—Will There be a Steel Famine?

SINCE the 1st of October many important and far-reaching price changes have taken place in iron and steel, and various products which are distributed through the hardware trade. Among the lines affected since the first of the month are iron rivets, bar iron, forged iron, horseshoe iron, Norway iron, mild steel, sleigh shoe steel, domestic, reeled machinery steel, tire steel, toe calk steel, tool steel and other lines. Advances have also taken place in the prices of carriage and machine bolts, sleigh shoe bolts, coach and lag screws, skein bolts, bolt ends, plow bolts, elevator bolts and other lines. Square and hexagon nuts have also been affected. The predicted advance in wire nails has taken place this week; an advance of 10 cents per keg has gone into effect. Although the demand for wire nails at the present time is not heavy, there will in all probability be further advances in the near future. Many dealers would not be surprised to see nails go 20 cents per keg or more higher than the figure to which nails have advanced this week. Prices on steel products in Canada are almost bound to follow the rapid advances which are taking place on steel products in the United States. Men who have been in the steel trade for many years state that the trade to-day is stronger than it has been at any time within the past fifteen years. All quotations are nominal. Some of the large steel concerns in the United States could at the present time sell their entire tonnage of steel in billets at a higher profit than they can get by carrying it through to all the processes which lead up to finished sheets and other products. Some firms have sold their output for the first quarter of 1916, and have inquiries for the second quarter, while a few are inclined to look after their regular customers, and in that way hold a connection which will be very valuable when the war is over, and business in the steel trade is not as active as it is at the present time. Many large steel producers find that the demand far exceeds the supply. The market is said by one prominent authority to be the strongest and most rapidly advancing steel market since 1899. Prices are advancing with alarming rapidity, and some mills are limiting the tonnages they will sell at any price. It is claimed that even with curtailment of sales many of the mills will at the end of the year be filled up for six months in advance. If such is the case, a steel famine will probably result.

The American Metal Market, referring to the trade in the United States, states that sales of steel and iron products last week aggregated over a million tons. The railroads contributed about 340,000 tons of the total, made up of a little less than 250,000 tons of rails, 66,000 tons of bars, plates and shapes to be used in the construction of cars, 15,000 tons of bridgework and 10,000 tons for locomotive building. Buying of war munitions called for about 150,000 tons of round steel bars and billets to be used by manufacturers in the United States. An equal tonnage was booked for direct export, mainly to Great Britain and France where it will be used in the manufacture of high explosive shells. There were also sales of nearly 70,000 tons of wire rods and wire products for export to Canada and Great Britain, and France is still in the market for 25,000 tons. The sales of round steel bars included 30,000 tons, which will be furnished by the Algoma Steel Company, 35,000 tons to be furnished by the Colorado Fuel & Iron Company, and 50,000 tons by steel plants in Central and Eastern Pennsylvania. Sales of miscellaeous products for domestic and foreign shipment, which came to the surface, aggregated between 100,000 and 150,000 tons.

England and France, it will be seen, are now heavy buyers of steel whereas before the war they were large exporters.

Within a comparatively short time the price of wire rods in Canada has advanced about $10 per ton.

A number of nail makers still have contracts for supplies booked some time ago at much lower prices than those in effect to-day. The fact remains, however, that if the price of nails to-day were based on the present cost of wire rods, the quotations would be much higher than at present.

Further advances in other wire products would not be unexpected. The Canadian market will no doubt be influenced to a very considerable extent by conditions in the United States.

A report from Pittsburg states that there is an insistent heavy demand for wire rods from France, England and other countries, but local mills are not taking much of this business as they are sold up and cannot make deliveries. In fact, few rods have been sold in the open market by local makers for some months. Rods are scarce and for early delivery bring high prices. Advanced prices on all wire products went into effect on Thursday of last week. The wire mills are swamped with business, having their output sold for the next three or four months. The export demand for barb wire continues heavy, but local mills are turning it down, as they cannot handle it. The mills are very conservative about entering orders, not now desiring to have further obligations on their books that

(Continued on page 38.)

New Editorial Features

Hardware and Metal's Editorial Department Announces New Features Which Will be Introduced Within a Short Time—Features That Will Appeal to the Trade Throughout Canada

WITHIN the next few weeks a number of new editorial features will be presented to the readers of Hardware and Metal. The editors of this paper believe that "letting good enough alone is standing still," and they are always feeling the pulse of the retail hardware trade of Canada, in an earnest endeavor to ascertain what is most needed by retailers to facilitate the buying, stocking and selling of hardware. During the past two or three years a great many new and practical features have been adopted and we feel sure that the new services which we are about to present, will meet with the approval of the trade in general. In the first place, we will refer back to the electro service which we started some time ago. To say that the "electro service for hardware retailers," inaugurated exclusively by us in Canada, has been a success, is putting it mildly. So far over 4,000 electros have been sold to retailers at the low price of 15 cents each and are now being used in various parts of Canada for newspaper and circular advertising. But, successful as this service has been, we intend to develop it further. We are going to introduce in addition to our regular electro service, what might be termed a special "season service"—that is, at certain seasons of the year special electros are needed by hardwaremen for display purposes in preparing newspaper and circular advertisements. For instance, inquiries made by Hardware and Metal editors have revealed the fact that very few hardwaremen, less than five per cent., have Santa Claus or Xmas electros which could be used for illustrative purposes in advertisements. Many retailers who were interviewed hailed with delight the suggestion that Hardware and Metal would undertake to supply the retailers with Xmas electros. In next week's issue a page of Xmas electros will appear. They will include cuts of Santa Claus and Xmas scenes which are very appropriate. Watch for this feature in next week's issue.

But there is another new feature which will be appreciated by a great many retailers. Commencing next week, Hardware and Metal will run a series of advertising suggestions. These advertisements will be prepared in such a way that they can be used whole or in part as desired. Some time ago a few suggestions were published by Hardware and Metal to see if they would be used by retailers—the results were astonishing—and hundreds of retailers used the suggestions offered. This will be a regular feature in the future and should prove to be one of the most practical services offered by any trade paper to its readers.

Not long ago one of the largest retail firms in Canada (name on request) wrote to Hardware and Metal, asking for some suggestions re the handling of charge accounts. The inquiry—only one of hundreds received and answered in the course of a year by this paper—will be answered in a practical way so that it will be of interest to retailers throughout the Dominion. Commencing next week a new series will commence in Hardware and Metal showing how Canadian retail hardware firms keep books. Theory will be discarded entirely, and reproduction will be shown of the actual forms, etc., which are used by many of Canada's most up-to-date retail firms. This course will be the most practical course in bookkeeping, concerning the handling of accounts that has ever been presented to retail hardware merchants. Every hardware firm, large and small, will be interested in this series.

Commencing in this issue is a series of articles "Talks of Self-Made Merchant" to his clerks. It is intended that the articles under this heading will be of particular interest to both employers and employees.

In next week's issue of Hardware and Metal there will also be an announcement regarding Hardware and Metal's Annual Christmas Window Display Contest. This is an annual event which creates a great deal of interest among hardware window trimmers in all parts of the Dominion. Watch for the announcement next week. There are several other new features to be introduced in the near future and the editors of Hardware and Metal believe that they will be welcomed by the trade. An announcement regarding these will be made in the near future.

Just in closing it might not be out of place to make a slight reference to Hardware and Metal's weekly market reports. Many important price changes and other developments are taking place weekly. From the comments we have heard recently, our market service has been of great benefit to readers in all parts of Canada. Further important developments in hardware markets will take place in the near future. It is important that all readers keep in close touch with Hardware and Metal's weekly report on hardware, metal, stove and paint conditions. This service is given only by Hardware and Metal, Canada's only weekly hardware paper.

Talks of a Selfmade Merchant to his Clerks

The Boss Brings Up a Number of Interesting Subjects at the Weekly Conference—Why Prices Have Advanced—How to Secure New Business —Old Friend Invades Territory.

AS you are probably aware we have been rather neglectful in allowing our weekly conferences to be temporarily discontinued. If my recollections are correct, it is several weeks since we held a conference, and I cannot see any good reason why they should have been, even temporarily, discontinued. Owing to the present state of affairs in the hardware trade it is very important that we should get together every week and talk over various problems which have a direct bearing on our business.

There are several important matters for our consideration to-day. In the first place I will direct your attention to the fact that we have reached the season of the year when there is a heavy demand for late fall, and cold weather goods. I find, however, that we have still on display in the main floor of the store several lawn mowers, a lawn swing, several ice cream freezers which unfortunately did not sell during the warm weather, and a number of other bulky articles that take up considerable floor space, but which are not ready sellers at this season of the year.

On the second floor we have our coal oil heaters, horse blankets, automatic ash sifters, weather strips, and several other seasonable lines which should be "right to the front" these days. We have been fortunate enough to have had a very liberal share of business recently and in the rush we have overlooked the importance of putting the seasonable goods to the front.

Not only have we been slow to display seasonable goods, but we have all wasted considerable time and caused our customers considerable annoyance and delay, in taking them to the second floor of the building in order to see goods which should be down on the main floor. This matter should be attended to just as soon as possible by the man whose duty includes the arrangement of goods on the main floor.

There is another matter to which my attention was directed a couple of days ago and that is the question of prices. We have had considerable "kicking" from customers who have objected to paying higher prices, for certain goods, than they had been accustomed to paying before the war.

As you are aware we have found it necessary to advance our retail prices on a good many lines of goods. Take for instance wire and wire products, nails, etc. All these lines have advanced, and will probably go higher. When customers object to paying higher prices, we must be careful to point out to the customers that most of the advances have been due to influences over which we have no control. Wire rods have advanced to a considerable extent of late and it is only reasonable to expect that makers of wire products would have to advance their prices. Wire mills, especially those in the United States are swamped with business, having their output sold for three and four months ahead. Wire rods are scarce and for early delivery high prices are offered. Yesterday I heard a contractor objecting to our price on wire nails. Our price is not high, and I feel sure that still higher prices will have to be quoted before long. We must be careful to keep in touch with the markets and be able to talk intelligently on the changing markets. I think we can safely figure on a good many hardware lines being higher in price by the end of the year. I have, however, booked poultry netting for spring at a price 5 per cent. lower than last season. I have also booked spades and shovels at the same price as last year.

There is another matter which I think we should go into at this conference. Yesterday I heard a lady ask one of our men why our new "Perfecti" electric iron was one dollar higher in price than the other iron which we have been selling. The salesman put up a very good argument along the lines sugested by the traveller from whom we bought the goods, but there are a few features which the salesman either overlooked or has forgotten. In the first place, we give a guarantee for one year on our new iron. We are fully backed up by the manufacturer in this respect. With the other iron we are always a little afraid to give a guarantee. Furthermore, you will note that the new iron has a nicer handle, a better plated finish, and is a much neater and more convenient iron for the housewife to handle. The main feature, however, and the one that will make the greatest hit with the lady is the heating capacity of the new iron. Owing to the construction of our new iron, it retains heat much longer than the old style, and the iron is just as hot at the point as it is at any other part of the ironing surface. I think we are going to have a good run on this iron. It will be featured in our newspaper advertisement, we can demonstrate it in the store and make a display in the show window. The local electric light company is making a strong bid for the electric iron trade—offering easy terms, etc.—but I believe we have a better iron that consumes less electricity, and we are going to give them a good strong run for their money. If we all put our shoulder to the wheel and start something we can sell a good many irons. You remember how we cleaned up such a large share of the oil stove business with the farmers in the summer—well, we can do the same thing with electric irons in town. A great many have been sold, I'll admit, but I venture to say that not 20 per cent. of the prospective purchasers have been sold, and then don't forget that our town is growing rapidly.

I see our old friend the mail order house has again invaded our territory. Tom was telling me this morning that "Eatems" have sent in a half carload of catalogs, and mailed them from here in order to save postage. It's fine, isn't it, the way our parcel post system is working out to the advantage of the mail-order houses. I wouldn't mind so much if the parcel post was self-supporting, but I have every reason to believe that it is not, and that we smaller retailers are paying a good share towards its support, while the mail-order houses are the greatest benefactors under the present system. However, grumbling won't help much now: the catalogues have been distri-

(Continued on page 52)

Standardized Retail Prices in Relation to the Interests of the Wholesaler

Address by William H. Ingersoll before the Atlantic City Convention

AT the recent convention of the National Hardware Association of the United States and the American Hardware Manufacturers' Association, a report of which, appeared in last week's issue of Hardware and Metal, an address was delivered by William H. Ingersoll of Robert H. Ingersoll & Brother, New York City. Mr. Ingersoll's subject was "Standardized Retail Prices in Relation to the Interests of Wholesalers." Mr. Ingersoll is an advocate of the Stevens Bill. Readers of Hardware and Metal are familiar with the provisions of the Stevens Bill on account of the many references made to it through these columns when the Bill was formerly presented to Congress. In brief, the provisions of the Act are to give protection to those who may desire to establish a resale price on their product, not only for the consuming public reached through the wholesalers, but to the wholesalers as well. The "Stevens Bill" has the endorsement of many bodies of retail merchants, and will again be presented at the next session of Congress. Mr. Ingersoll addressed the convention in part as follows:

"One thing above most others dear to the American heart is to keep the way open for individual enterprise. We treasure the tradition that there shall be equal opportunity, and that the man of small means, as well as the man of great means shall have his chance and shall profit in proportion to his ability to serve the public.

"It is from this standpoint that this question of resale price maintenance is of importance, but first, it seems to me, that we need to come to an understanding about the use of terms.

"In the proposition of resale price maintenance, there is no element of combination; and I advocate that the right be granted only to those who are engaged in competitive business.

What Price Standardization Would Prevent

"Sometimes it is easiest to explain what a thing is by showing what it is not.

"To show you what price maintenance is not, I would like to cite an instance of the findings of the 'Association for Improving the Condition of the Poor' in a recent investigation conducted in New York.

"There they found a chain of stores selling coffee out of the same bin at 26c and at 36c, according as to whether one ordered the cheapest or best coffee. Tea out of the same canister brought 35 to 70 cents a pound. Split peas wholesaling at 4 1-5c a pound sold in two of the stores at 8c a pound, and in a third store of the same chain at 9c a pound.

"Now, that is not price maintenance—it is not the same thing at the same price to all buyers, and I submit that it is an infinitely less desirable system from the standpoint of the buying public.

Chain Stores, Department Stores, and Mail Order Houses

"There are three types of great retail institutions which are being rapidly fostered.

"One is the chain stores under which is in reality many retail stores under a single ownership. Second is the department store, which is an aggregation of stores in various lines under one roof, and the third is the mail order house, which transacts its business at long range.

"These three types of retailers are absorbing the retail market so rapidly that those who have kept watch of the tendency are wondering how long it will be before the independent store has been practically eliminated.

"Take the drug line in New York. A few days ago every drug store was operated by the proprietor, who managed it. To-day the drug market there is dominated by a chain of stores which have recently been purchased by the president of a chain of cigar stores which stretches from coast to coast.

"In Philadelphia, the grocery business is being speedily monopolized by chain stores. Notwithstanding the growth of the city there are to-day less than one-half the number of grocery stores there that there were five years ago, and many are wondering how long it will be before Philadelphia is dependent upon a single grocery concern for its food supplies and what it can buy and what it must pay.

"As to the department stores, they are springing up everywhere. Each individual local market is becoming concentrated largely within the department store, and now these department stores are themselves being combined into a great chain, one—for instance—controlling some fifty of these stores, largely dominating nearly fifty of our principal commercial centres and doing a business of about $100,000,000 annually.

"Similarly, the mail order houses are absorbing the business. We have, for instance, in Chicago, a single house so gigantic in proportion that its 1,200-page catalogue is in every third home in the country, and I am told is more actively used than the family Bible. This concern uses two tons of pins a month to pin its correspondence papers together.

"It owns or controls something like 127 factories, I am informed, and does a business of nearly $100,000,000 annually.

"Now a concern of such proportions is several times larger than some of the industrial trusts which the Government has sought to dissolve, and I cite this only to show the immensity of the retail market and the power that will come to those who succeed in dominating it if such a condition is permitted to arise.

Why the Manufacturers are Helpless

"Now, the foregoing is probably familiar to many of you; but there may be some fresh thought in a consideration of the issues involved in the controversy as to the merit of a system of resale price maintenance which is favored by almost the whole business community.

"Why, if this price cutting hurts them, do the manufacturers permit it to go on, you may ask?

"Because under present law they are powerless to prevent it. Having sold their goods to others, they no longer have any power to control the methods by which they are marketed; and the dealers who temporarily own the goods are free to do with them as they please, regardless of how it injures others.

"That is the technical legal ground as at present interpreted by the court. Back of it is the assumption that to allow manufacturers to exercise any control over resale prices would mean high prices, and the further assumption that cut prices mean bargains and savings to the people, and therefore are demanded on grounds of public policy. It is also contended that the freedom of the market demands that there be no control by manufacturers after they have sold their goods.

"Let me quote from the recent report

(Continued on page 38.)

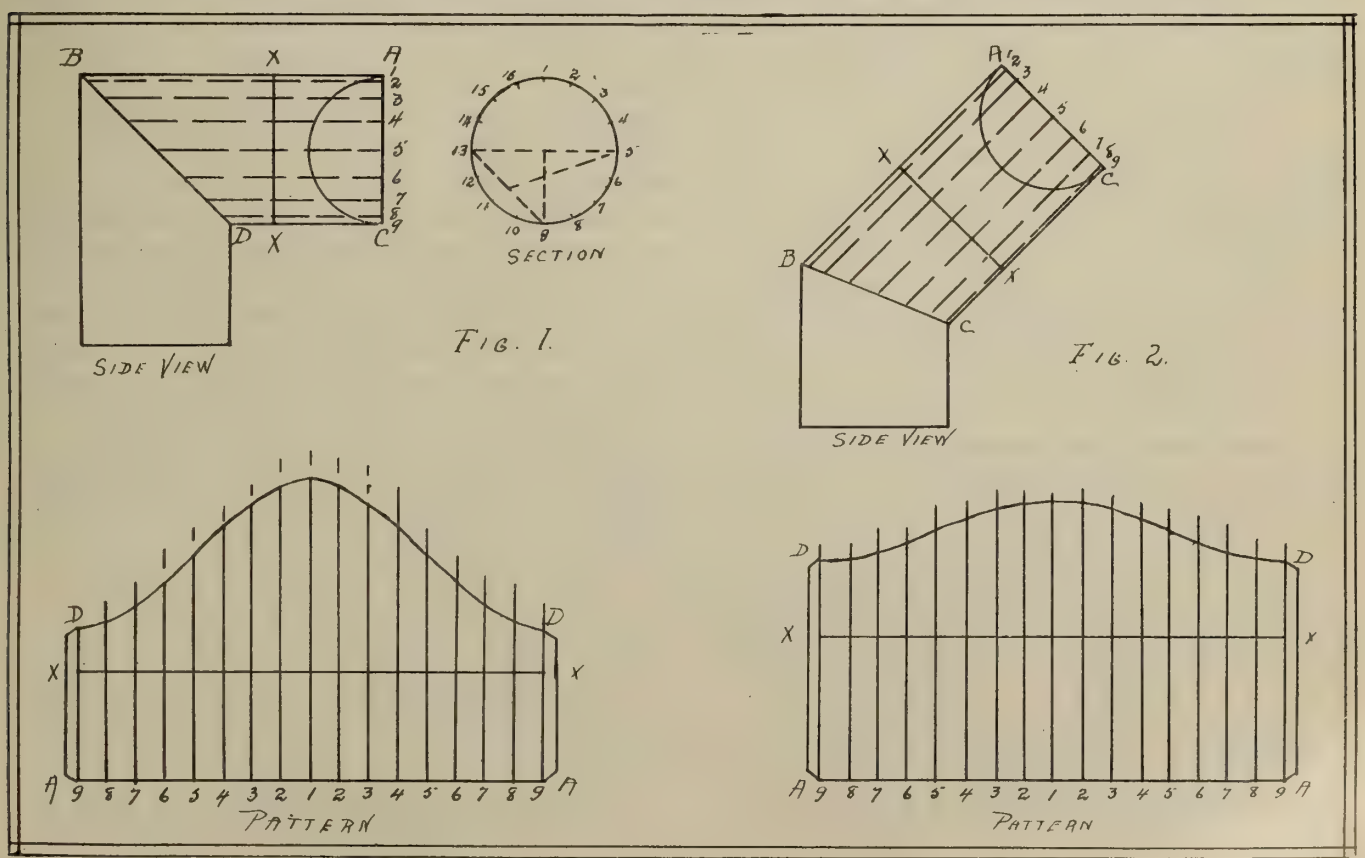
Sheet Metal Workers' Course

By Chas. Sievers

LAST week I received a request to run an article showing the simplest methods of developing elbow patterns. This subject was taken up in the early stages of the series, but for the benefit of new beginners, or any who might not have this lesson on file, this lesson is appearing this week. There are several ways to develop elbow patterns, but the methods shown here will be found to be about as simple as possible, and are used in a great many tinshops at the present time.

In Fig. 1 is shown a right angled 2-piece or 90-degree elbow and Fig. 2 an angle or 45-degree elbow of two pieces. The development of each is done by adopting practically the same method.

Having drawn a side view of the elbow Fig. 1 and obtained the cutting or mitre line, the developing of the pattern can be gone on with. At one end as shown, draw a half circle of the diameter of the pipe and divide into a number of equal parts as shown by 1, 2, 3, 4, 5, 6, 7, 8, 9. Through these divisions draw lines parallel to the sides, cutting the mitre line B-D. To mark off pattern, draw two parallel lines as A-A and X-X, At one end draw a line at right angles connecting them, as A-X. From this point mark off the spaces on section or half circle at end of side view, repeating to make circumference complete, draw lines connecting the different points extending them past X-X. From A-C on side mark off a space equal to the distance apart of the two lines A-X on pattern, as shown by X-X on side view, this line will be used as a point from which to obtain the different lengths. With the compasses or dividers, measure the distance from the line X-X to mitre or cutting line D, and mark off from X on line A-X of pattern; this line corresponds or is the same as division numbered 9. Then measure from the line X-X to D-B on each of the other divisions and mark off in divisions or pattern marked with same number. A line drawn through the points thus obtained will give the outline of the pattern required. The angle elbow shown in Fig. 2 is worked out in the same manner, and requires no further explanation. The dotted lines shown in section in Fig. 1 from the diameter, as shown by the line 5-13, now draw a radius at right angles, as shown by the line to point 9 and draw a line connecting two of the points on the circle, thus obtained, as 9 and 13. Bisect the line 9-13, and from the point obtained draw a line to end of diameter at point 5, the distance from point 5 to X is equal to one-quarter of the circumference.



HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, OCTOBER 30, 1915 No. 44

THE PAINT MARKET

FOR some weeks past Hardware and Metal has been predicting lower prices on ready-mixed paints. Our readers were told on several occasions that the decline would probably take place towards the end of October. Our predictions have proved correct and this week a decline of ten cents per gallon has been announced on a number of lines, including house paints (excepting whites) outside porch paints and flat wall paints. On other lines, such as inside floor paints, barn paints, roof paints, cement paints and other miscellaneous lines, the former quotations will prevail. A complete report on the market appears in the weekly market report elsewhere in this issue. The reductions are not as great as some in the trade had expected, but to a merchant who does a large paint trade, a reduction of ten cents per gallon means a considerable saving. Some retailers had hoped for a reduction of twenty cents per gallon, but recent developments in the trade have to be taken into consideration. Linseed oil is on the advance, while turpentine has taken another big jump during the week. Paint manufacturers are paying a high price for zinc, an important ingredient, used to a large extent in paint making. Zinc producers have been unable to promise any relief from the present high price basis so far as future supplies are concerned. These factors have offset the reductions that have been made in lead. Then there is a scarcity of many high colors, and paint manufacturers are forced to pay exceedingly high prices for supplies. Some of the leading manufacturers state that on the present cost of raw materials a reduction is not warranted. Retailers stocks are undoubtedly low at the present time, and as business has been conducted for some time on a hand-to-mouth basis, due to some extent to the expected decline, it is hoped that the lower prices will start a very fair buying movement. Further reductions, it is claimed, may not be looked for unless there is a decided decline in the price of raw materials. If, on the other hand, there should be further advances in the cost of supplies, a reversion to the recent figures is not to be unexpected.

OUR WEEKLY MARKET REPORTS

PRICE changes of an important and far-reaching character are quite numerous this week. For many weeks past there have been large numbers of important price changes to announce each week and many merchants in the trade, who have watched the market developments have profited greatly. On the other hand, there are many merchants, who, having fair stocks of certain goods on hand, have not paid any attention to changing market conditions and have continued to retail their goods at ridiculously low prices, when present costs are considered. The result has been in many cases that retailers, having disposed of certain lines, have had to enter the market and purchase new supplies at exceedingly high prices. Not a few cases have been noted recently where retailers were actually retailing goods singly over the counter at considerably less than what the wholesalers were charging for the same goods in dozen lots. To merchants who have been careless in checking up prices it might not be out of place to remind them of the many extraordinary advances which have taken place in a large number of hardware lines of late, and also to state that they may expect much higher prices on many other lines before another six months have passed. The best way in which to keep posted on the many price changes which take place, and which are expected to take place, is to follow closely the weekly market reports which appear in Hardware and Metal each week. Hardware and Metal is the only weekly hardware paper in Canada giving this service. That it is appreciated by the trade is evidenced by the many letters of appreciation which we receive from our readers.

ON BEING CAUGHT SHORT

IN the various branches of the retail trade where manufactured goods of either domestic or foreign production are handled, the question may be well considered at this time, in relation to both the immediate past and the immediate future, as to whether commercial conservatism cannot be carried too far.

This refers to the buying policy. For the past couple of years, and particularly since the outbreak of the war, business has been on a hand-to-mouth basis. Curbed on the one hand by a weak and uncertain consuming demand and on the other by a tendency to curtail obligations, the general policy has been to only place orders for goods actually required, with the result that stocks have been brought to a very low state. And in a less degree this will apply also to many wholesalers.

While the public demand continued at its lowest ebb the close hand-to-mouth policy had its advantages. But there were few dealers who expected this state of affairs to continue; had they done so they would probably have taken down their signs and gone out of business. They knew that there must surely be an improvement. They believed in the silver lining of the cloud, but there were few who prepared themselves to take advantage of the sunshine.

The result is that the revival of consumers demand, which is already evident in the wake of unusually good crops and the circulation of money derived from war orders, threatens to create a shortage of goods. This has already been the case in many lines in the United States, and the conditions are much the same in this country, with the crop a few weeks later. The retailer who has his stock in shape to meet this demand will undoubtedly gain advantages in service and in prices—in many lines a revival of demand will undoubtedly emphasize the shortness of supplies, and further increases in price are the logical consequence.

With regard to domestic products the conditions related are likely to apply to a number of lines which have a large sale in Canada under normal conditions, but upon which the plants may now be working to fill war orders. With a fair inquiry from the consumer the volume of business is likely to spread through the retail and wholesale trade, where stocks are short, and the manufacturers will not be able to meet it promptly and fill the conditions of their war contracts. With foreign products it can be readily understood that stocks are low and the cost of importation—when the goods can be secured—has been materially increased. So far the slack demand has had a tendency to keep prices close to normal, but with heavier consumption the shortness of stocks will be revealed and prices will undoubtedly advance in many lines. In this connection it might be recalled that the policy of one of the largest retail organizations in Canada (and in America) after the war broke out was to buy up all the European goods available—at advanced prices if necessary—while the average merchant was rather looking to cancel a portion of what he had booked.

ELIMINATING THE WASTE

THERE is a worthy work being done in vacant lot cultivation by an organization in Toronto known as the Rotary Club. The movement was inaugurated in May last and the result has just been felt. A special committee appointed by the club secured a list of vacant lots throughout the city from real estate owners who agreed to loan them and then selected those which they desired for their work. These vacant lots were assigned to a number of the poorer citizens for a rental of $1; plants and seeds were furnished and it was left to the people benefited to obtain as big a harvest as possible. The idea is a philanthropic one for which the Rotary Club deserves commendation. The financial statement of the vacant lot cultivation committee shows that the income was derived from club hospitality funds, garden fees and members of the club. The expenditures included cultivation of the soil, seeds, plants, seed potatoes, lumber for repairing fences, fence wire, signs, tools, plumbing, etc. The annual report shows that 462 men, women and children who cultivated the lots were the beneficiaries and the expenditure amounted to over $500. There were approximately 19 acres tilled in this way and the total yield is estimated at $5,700.

The times in which we are living have had the tendency to make us all operate on a more systematic basis. Intensive cultivation of this kind which benefits the poorer classes is a most worthy sign of the times. There is no reason why vacant land like this should be allowed to go to waste from year to year, and the work of the Rotary Club of the city illustrates what a little organization will do to reform things.

EDITORIAL NOTES

WHEN A man fails to meet an obligation when it is due, he deliberately takes a stone out of the foundation of his credit.

* * *

MERCHANTS should adopt and endeavor to live up to high ideals in some things, and they will tend that way in all things.

* * *

IF YOU make an appointment, keep it. You cannot get ahead any and keep other people waiting for you. They will not wait.

* * *

IF YOU are late to work you take away from your employer something he has paid for, just as much as if you took his goods or his money.

* * *

SPEEDING up a business means first, developing co-operation among the human units connected with it. You cannot increase your business without team work by the employees.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Good and Bad Razors—Wire Rope Required in Russia—Origin of the Word "Tariff"—Service

GOOD AND BAD RAZORS

From the Ironmonger, England.

THERE is more than a touch of irony in a letter which appeared recently in a Sheffield newspaper from a Sheffield sergeant at the Front complaining of the quality of the razors served out to the troops. The writer says: "The hardest thing we have to do is to get a good shave after coming out of the trenches, as the razors we get are no good." He writes on behalf of the members of his platoon, nearly all of whom, he says, are Sheffield men. It is notorious that for many years the War Office had bought only the cheapest razors, and that the men keep them merely for kit inspection, and buy a pair for shaving purposes. The man who gets one of the used razors which are being collected by the Master Cutler may be considered fortunate. These gifts are certainly a mixed lot, but those that are good are very, very good, although those that are bad, are horrid. The good razors, however, are in a great majority, and include many costly patterns, which, after being touched up, are as good as new in practice. The inferior ones are dilapidated rubbish.

* * *

WIRE ROPE REQUIRED IN RUSSIA

From United States Commerce Report.

THE petroleum producers of the Baku district are experiencing considerable inconvenience from the scarcity of steel-wire rope. Previous to the war wire rope and wire to be made into rope by Russian manufacturers were imported principally from England. At present, in consequence of the limited exports of steel goods from England, steel-wire rope of British manufacture has almost disappeared from the local markets and its price has risen by 300 to 400 per cent. At a conference held in Baku to discuss this subject it was proposed temporarily to substitute for steel-wire ropes, hemp ropes, which it may be possible to obtain from India. It was stated that Swedish wire rope has been found satisfactory for the local requirements of the petroleum industry.

* * *

ORIGIN OF THE WORD "TARIFF"

From Journal of Commerce, Montreal

THE word "tariff" which has such extensive use in the management of railroads, telegraph, telephone and express companies, and in the levying of import duties (in addition to its quadrennial resurrection by political parties in the United States) had an intersting and somewhat historical origin.

In the year 717 A.D. the Saracens, under Tarik, conquered what is now the kingdom of Spain, from the Visigoths. The conquered territory was then ruled by emirs appointed by the caliphs of Damascus until about the year 1462 A.D. After the great battle of Las Navas de Toloso in the year 1212 A.D., between the Moors and the Christians of Castile, there remained in the hands of the Moors only the provinces of Granda and Cordova, which at that time embraced a considerable amount of territory bordering on the Mediterranean Sea opposite Morocco, in Africa.

On the southernmost point of this land, and close to the strait of Gibraltar, stood the city of Tarifa, which was the last stronghold the Moors disputed with the Christians. During the long period that the Moors held possession of the "Pillars of Hercules" (Gibraltar) it was from the city of Tarifa that they levied contributions from all vessels entering or leaving the Mediterranean. Hence the generic name.

* * *

FARMER'S PROFIT GREATER THAN BANKER'S

From Philadelphia Public Ledger.

NEED for that half-billion-dollar Anglo-French loan is graphically set forth by a committee of eminent Americans. In ordinary times our purchases from France and England very nearly match our sales to them. At the present moment our sales exceed our purchases by about $3,000,000 a day. Much the greater part of this huge trade balance goes directly to the American farmer. His product still outclasses the traffic in war munitions. Wheat and cotton, meat and corn bring many more dollars back to the United States than du Pont powder, Bethlehem Steel or Baldwin locomotives, but the country only hears about these latter articles.

The only way that France or England or anybody else can buy from us is to pay for what they purchase. Today they buy so much and sell us so little that they have no means of paying with their own money. Our country of necessity must collectively extend them credit, just as a merchant or an individual would do. It is not a matter of sentiment, not a question of playing favorites in the war, but a business duty of the bankers, who manage our financial resources, to provide the credit as they have done. Rarely have the banks done a better day's work for the 100,000,000 inhabitants of our land. Their direct profit from it will be but a small fraction of the profit that goes to our millions of farmers and factory employees.

* * *

SERVICE

From the Harvester World.

SERVICE is the most determining factor in securing and holding trade, but it was fairly recently that this was first recognized. A merchant who is now world-famous unearthed the early forms of service when he established rest rooms in his department store for out-of-town customers. It gradually developed that resident customers also are appreciative of attention and certainly deserving of consideration. This idea has developed until now we find the owner of a number of hotels teaching his employes that the guest is their employer. This is pretty true in all business. The customer is our boss, and in the long run hires and fires us.

Companies that have been successful in the big way have been companies noted for their service. The farm machine company which is the most successful gives the greatest amount of service to its dealers in selling the machines and to its customers in using and repairing them.

The dealer with foresight puts more stress on nothing than on service and buys only from companies that can extend service to him and his customers. The thing of most importance to the buyer is the company back of the machine, for service and repairs are as important as good materials and workmanship.

Show Cards You Can Make

Illustrations from Advertisements in Hardware and Metal Used in Making Show Cards —How the Card Acts as an Aid to Sales—Three Attractive Show Card Suggestions.

By T. O. CRAWFORD.

COW chains, axes and ammunition are three popular selling lines just now.

Well-arranged window or interior displays of any of these lines will attract

The illustrations used in preparing the above show card suggestion were taken from an advertisement which appeared on page 7 of the October 16 issue of Hardware and Metal.

considerable attention at this season of the year. The displays, however can be made doubly attractive and have much greater pulling power if accompanied by attractive show cards. The three cards shown this week have been produced from advertisements which have recently appeared in Hardware and Metal. They are only three of dozens which could be made from the advertisements which appear in almost every issue of Hardware and Metal.

Readers who have been following this course know how the illustrations used on each card have been secured. But for the benefit of new subscribers and any who have only recently started in the hardware business, it might be well to state that the illustrations shown on the show or store card suggestions have been taken from advertisements which have recently appeared in the advertising pages of Hardware and Metal.

In every issue of this paper you will find in the advertising pages a large number of very attractively gotten-up advertisements. Some of the advertisements can be used just as they appear in the paper, while others, by making slight changes can be transformed into attractive show or window cards.

The tools used in making the accompanying show card sugestions are No. 6 red sable writing brush; heavy ball-pointed pen, ruler, scissors, paint colors, black carbon ink, white cardboard, paste, pencil, eraser.

The illustration used on the card featuring ammunition appeared in an advertisement on page 17 of the October 16 issue of Hardware and Metal. The heading is shown on the card exactly as it appeared in the advertisement.

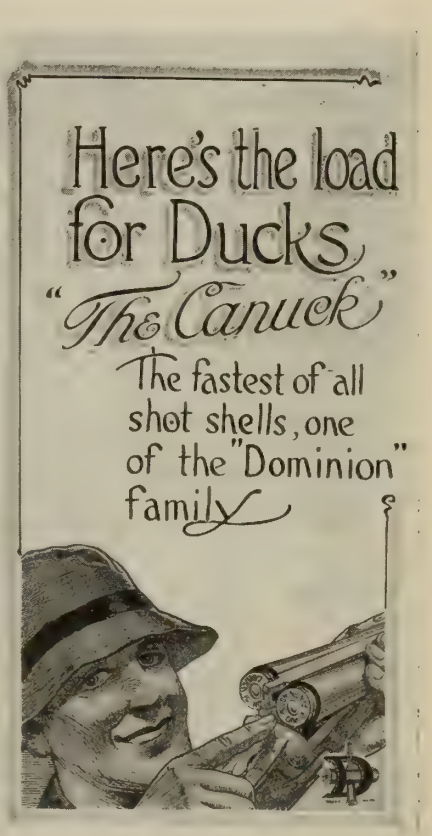
The lettering was done with a ball-pointed pen, and then shaded with light grey.

The balance of the wording on the card was taken from the text matter of the advertisement. The word "Canuck" is a half-script, and the lower lettering is an unfinished Roman type. Both have been made with a heavy ball-pointed pen.

The black ruling was done with the same pen, and the grey with a No. 6 red sable brush.

The illustration used in preparing the "Cow Tie" show card appeared on the front cover of the Oct. 23 issue of Hardware and Metal. The illustration is a

The illustration used in preparing the above show card suggestion was taken from an advertisement on the front cover of the October 23 issue of Hardware and Metal.



The illustration used in preparing the above show card suggestion was taken from an advertisement on page 17 of the October 16 issue of Hardware and Metal.

splendid one for use in show card work and could be used in a number of different lay-outs. The first three words on the card have been outlined with pencil and ink and later filled in with a brush. The remainder of the lettering on the card was made with the ball-pointed pen. The same pen was used to make the blank border. The grey border was made with the No. 6 brush. More than one stroke of the brush was necessary to complete this border. When mounting an illustration of this kind on the cardboard, it is important that the illustration be placed perfectly square on the card, otherwise it will have a lop-sided appearance. The black ruling surrounding the illustration was made with the ball-pointed

(Continued on page 38.)

STANDARDIZED RETAIL PRICES IN RELATION TO THE INTERESTS OF THE WHOLESALER

(Continued from page 32.)

of Secretary Redfield, where he discusses the pros and cons of the matter:

"'Some men, well informed, argue that the fixing of retail prices under conditions where competition in manufacture exists, tends to promote competition. Others say that the refusal to promote the fixing of retail prices tends to monopoly, because in the cut-throat competition certain to follow, obviously the stronger competitor will survive and may eventually have the business in his own hands, for the law forbids the making of agreements to maintain prices and under these circumstances the weakest must go to the wall.'

"Again, let me quote that champion of the people's rights, Mr. Louis D. Brandeis:

"'Americans should be under no illusion as to value or effect of price cutting. It has been the most potent weapon of monopoly, and means of killing the small rival, to which the trusts have resorted most frequently. It is so simple, so effective. Far-seeing organized capital secured by this means the co-operation of the shortsighted unorganized consumer by his own undoing. Thoughtless or weak, he yields to the temptation of trifling, immediate gain; and selling his birthright for a mess of pottage becomes himself an instrument of monopoly.'

"Again, I would like to refer to the case decided in December by the Supreme Court of the State of Washington, and I emphasize the point that this decision has been handed down since any of the decisions by the United States Supreme Court on this question. The Washington court says:

"'It will not do to say that the manufacturer has no interests to protect, by contract, in the goods after he has sold them. They are personally identified and morally guaranteed by his mark and his advertisement.'

Why Standardized Prices Cannot Be Set High

"Let us meet the charge now that if makers are allowed to set the retail prices, that the prices will be set high.

"An intelligent examination of the situation disproves this, not only in theory, but in fact.

"The maker's object is to get a wide consumption for his goods—he wants a big sale—he wants the benefit of the lowered cost of production which results from extensive manufacturing operations. It must be understood that the manufacturer does not receive the retail price. He sells to the wholesaler or to a retailer. Nobody questions, of course, his right to say at what price he will part with his goods to the next man. The controversy comes over his right to say what the next man shall charge the consumer. In other words, it is a question as to whether the manufacturer of a trade-marked product which the public demands on account of his trade-mark, shall say how much profit the retail dealer shall make on that product. Naturally, he will not overpay the retailer, because that would mean an unnecessary high price to the consumer and a restricted consumption. Furthermore, it would provide an opportunity for some one else to come in and set a lower price and get the business. Instead of that, his object will be to set the lowest price which will enable the merchant to sell the goods and have a living profit."

UPWARD TREND OF IRON AND STEEL

(Continued from page 29.)

they can avoid, but at the same time are taking care of their customers as best they can.

Prices on sheets are firmer and a number of advances have been made in the price of certain lines.

Within the past ten days a general advance in prices is the principal feature of the Canadian steel market. The heavy demand for steel has had the natural effect of increasing prices with the result that semi-finished steel and finished products have also advanced. All indications point to a still heavier demand and also higher quotations. Canadian mills have raised their quotations on iron and steel bars to an amount representing an advance of 10c. Reinforcing bars are now quoted at $2.35 bas plus extra for twisting. Warehouse prices are higher in proportion. Pittsburg bars, plates and small shapes for Canadian consumption are now being quoted at 1.40 and steel hoops at 1.60 Pittsburgh.

Wire has advanced 15c and wire nails are up 10c per 100 pounds. Quotations on proof coil chain and electric weld coil chains are higher. Prices on wrought iron pipe are very firm and are expected to advance any time. With the market in the present uncertain condition prices are liable to fluctuate and in some cases orders can only be accepted subject to immediate acceptance. The enormous demand for steel for munitions has been chiefly responsible for the present conditions in the market. Practically every pound of steel that can be made is being used for that or similar purposes. The steel plants are working to capacity to meet the demand which will increase as the shell industry expands and as orders for other steel products increase in volume.

Prices of high speed tool steel continue to advance and the situation is becoming more acute. The most serious feature is the difficult of obtaining supplies in anything like the quantity required. The demand has practically doubled owing principally to the necessity of having high speed tool steel for machining shells. Some producers have withdrawn from the market while others are unable to supply their customers with comparatively small quantities. The scarcity of tungsten, which shows no improvement, is the cause of the trouble, while in addition other alloys have advanced in price as have also the cost of crucibles and labor. A famine in many lines is a probability six months from now. In the meantime many price advances may be expected.

SHOW CARDS YOU CAN MAKE

(Continued from page 37.)

pen. The grey border was made with the No. 6 brush.

Although in the case of the suggestions here offered, grey is the color most used, it is not necessary that the card-writer use this color. Brighter colors may be used if desired. Other suitable colors are gold, light green, light blue, red, etc. The same color should be used for the scrolling as for the borders. The layout of the "ax" show card is almost identical with the layout of the advertisement as it appeared on page 7 of the October 16 issue of Hardware and Metal. The wording and style of lettering, of course, have been changed. The three illustrations of axes, one handled, and two unhandled, appear on the show card in almost the same position as they appeared in the advertisement. The lettering on the card was done with a small brush. The heavy lettering and ruling was done with the No. 6 brush. The small lettering was done with a stub pen.

In making show cards it is a good plan when applying the illustrations to the show cards to lay the illustration face downwards on a sheet of blotting paper. Then apply the paste to the back of the illustration taking care not to get any paste on the face side. A blotter absorbs any paste that goes over the edge of the illustration and eliminates to a great extent the danger of getting any paste on the face of the illustration and thus disfiguring it.

Hardware and Metal requests retail hardwaremen to send in copies of their newspaper advertisements, circulars, catalogues or other advertising matter which they may issue from time to time. Please address all matter to Hardware and Metal, 143-153 University Ave., Toronto.

THE JUNIOR CLERK'S PAGE

Thou Shalt Not Steal Time

By A. F. Sheldon

(Continued from last week)

Don't tell me that it would soon result in a vast "over-production."

I have no sympathy with those who cry "over-production."

The trouble is under-consumption, through lack of capacity to purchase. The "high cost of living" is due to under-production per human unit.

There is no such thing as over-production when millions of people are merely existing and not really living.

The cry of "over-production" is all nonsense while there is one worthy one left who has not enough food, raiment and shelter and then some for the accoutrements of culture.

Don't tell me that employers are generally such a bad selfish lot.

Millions of employers are almost breaking their backs under the burden of proprietorship. These burdens are, in nine cases out of ten, due to the tactics of the time killer.

Don't tell me that they would not increase wages and be glad to do it if everybody would get busy and do his best.

There would then be something besides deficits and borrowed money out of which to pay wages.

Millions of employees are at their jobs just to see "how much they can get out of it" instead of to see "how much they can put into it."

The result is that there is not enough in the business, which is furnishing them the job, to enable the owner of the business to take much out with which to pay big wages.

Go to the bee, thou time killer, study his ways and be wise.

The workers and honey makers in a real beehive have no use for the drones. They kill them off.

If you must kill something, kill the drones, don't kill time for by killing time you yourself become a drone and are deserving of financial death.

An employee in a department store was once standing with his hands in his pockets doing nothing but nothing.

A fellow employee came up to him and said to him, "Take your hands out of my pockets."

The time killer got angry and said, "Mind your own business, I have not got my hands in your pockets."

Whereupon the honey maker answered and said unto the drone, "You are stealing the time of the man I am working for. You are taking the time he has paid you for and idling it away. By doing this you subtract from the profit making power of this business. By subtracting from the power of the business to pay the rest of us, who are doing the best we can, you are literally taking money out of my own pocket and the pockets of your fellow employees; when you kill time standing there with your hands in your pockets doing nothing—when there are plenty of things you could find to do if you were working for this store instead of in it."

Granted, the circumstances of a business beehive employing 100 people. Granted that even ninety per cent. of the employees are rendering faithful service.

Thus do we see the far-reaching evil consequences of the time killer.

Don't kill him literally. Don't commit murder. But unless he mends his ways ostracize him. If you don't know what that means look it up in the dictionary.

Yes, yes, John, my dear fellow, I know full well that there are two sides to this great question.

I know there are employers who in some previous incarnation possibly not remotely removed, undoubtedly belonged to the hog family.

There are still types of the human hog but let me tell you this. He cannot long survive. There are not many of him left. His tribe is rapidly decreasing.

What's more, if I was working for a human hog and he wanted to get great service from me without giving in return I would then build the biggest fire of service possible. I would literally make it hot for him.

Doing so, I know full well that one of two things would be bound to happen to me.

My employer would either become ashamed of himself and begin to distribute the heat of reward or else some worthy employer would find me out.

You cannot hide the light generated by the fire of faithful service under the bushel of any one business.

Let your light (of service) so shine that it shall be seen among men.

If in my prelude of the telling I have seemed harsh upon the time killer and time thief, if perchance you, reader, have unconsciously been one, then remember the wisdom of Shakespeare when he said that we must sometimes be cruel to be kind.

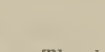
If perchance my words have been very plain, remember it is not that I love the employer or the employee less but truth more and humanity more; and employers and employees are a large part of humanity.

I know that the interests of each are mutual, and may God speed the day when all see it so.

Seeing it so, and the truth of it is self-evident when once made plain, the only sensible thing left for each of us to do is to try it.

And "the way to resume is to resume."

An unwritten law of God has been thundering through the ages since man was made, which if put in writing, would read: "THOU SHALT NOT KILL TIME NEITHER SHALT THOU STEAL TIME."



The human side is always present in both work and business, but we don't always understand it.

Taking a vacation away from one's home and work is often the quickest way to better satisfaction with one's surroundings.

SEND IN YOUR RAZORS.

Razors for the troops are urgently needed now. A shipment will be made in a few days. The troops need them badly. Will you kindly forward without delay all the razors you have collected to Thos. B. Lee, 30 Front St. E., Toronto. Any number from one to one thousand will be gratefully received.

The Card on the Opposite Page Will Bring You Private War Orders for Gillette Razors and Blades

The "boys" at the Front certainly do appreciate the Gillette—and the velvet shave it gives them under even the most unfavorable conditions. You'll be doing them a real service when you recommend the Gillette to customers who want to send "something for Christmas"—for this is one of the few really practical gifts.

Many of the Canadians already have Gillettes—are sharing them freely—and so will need a generous supply of blades. Don't let your customers overlook this.

We are sending you one of the "Dugout" Counter Cards, 11"x14", shown on the page opposite. Make it the centre of a strong Gillette display in your window or on your counter, and just watch it work for you. If you want extra cards, write us.

Gillette Safety Razor Co.

of Canada, Limited

The Gillette Bldg., Montreal

Will Your "Boy" Spend Christmas "Somewhere in France"?

Then help him spend it Merrily!

Lieut.-Col. Canon Almond, Senior Chaplain of the 1st Division Overseas, says: "The boys want books, "smokes", good razors and toilet articles"—the Gillette Safety Razor ranks as a warm favorite, for one of the real luxuries of trench life is a clean, comfortable shave—and it is even more appreciated by the wounded in the hospitals.

It's a luxury the lucky ones share with their pals, so send along plenty of Blades. If he has a Gillette already, a few boxes of blades will go far toward making him the most popular man in his Company.

Choose a Gillette Set to-day. Our Distributors will arrange through us for delivery at the Front.

Gillette Safety Razor Co. of Canada, Limited

GILLETTE BLDG., MONTREAL.

TRADE Gillette MARK

EVENTS IN THE TRADE

Hardware Burglarized

Fort Frances, Ont.—The Wells Hardware Co. was burglarized, and guns, cutlery, and ammunition to the value of $300 taken.

Obituary

Iver Johnson's Arms and Cycle Works announce the sudden death of Mrs. Iver Johnson, their trustee, on Tuesday, October 12th, 1915.

Enlist for Service

Fergus, Ont.—Members of Beatty Bros.' staff who have recently enlisted for active service are W. Williams, T. McLean; B. Glenfield, Lou Ready.

Hardwareman Married

Cargill, Ont.—The marriage took place here recently of F. F. Balsdon, hardware merchant, to Miss Phyllis Clark, daughter of Mr. and Mrs. W. J. Clark, of this town.

Business Changes

Campbellford, Ont.—D. W. Douglass, hardware, has sold out to Owen & Birmingham. The latter firm will move their stock to the Douglass store. Mr. Douglass intends to go into the garage and auto supplies business.

New Branch Store

Lethbridge, Alta.—The Hayr Hardware Co. have opened a branch store at the McKeown Hardware Co.'s old stand at the corner of Fifth Street and Fourth Avenue, where they have moved certain departments of their store. H. Collier has joined the staff, and will be at the new store.

Personal

F. Morton Morse, president of the Miller-Morse Company, Winnipeg, Man., leaves this week for another trip to Europe. Mr. Morse was recently a passenger on the Cunarder Orduna at the time the liner was fired upon by a German submarine, whose torpedo missed the boat by ten feet. He has three sons at the front, whom he hopes to visit.

Industrial

Harriston, Ont.—The Harriston Stove Company has under construction an addition to their plant. The building will be 100 x 70 feet.

Hespeler, Ont.—A. B. Jardine & Co. have started to erect an addition 50 x 60 feet to their plant.

Capt. Crowdy Killed

A cable received in Montreal on Friday last, announces the death of Capt. C. Hutton Crowdy, of the 13th Royal Highlanders of Canada, in action, "somewhere in France." The message was sent by Lt.-Col. F. O. W. Loomis, and simply read, "Regret advise Hutton killed last night. He was buried at Armentieres on the 21st. Please accept my sincere sympathy. Loomis." It is believed that the same shell which killed Capt Crowdy, also killed Capt. Curry, son of Senator Curry, president of the Canada Car & Foundry Co.

Capt. Crowdy was the son of George J. Crowdy, of James Hutton & Co., Montreal, and was twenty-six years of age. He was educated in Montreal and in England, later being engaged in banking, but latterly entering into business with his father, who represented Joseph Rodgers & Sons, Sheffield, England. Capt. Crowdy was a man of fine physique, over 6 ft. 4 ins. in height, and a splendid athlete. The deceased officer was one of the first to offer his services, and has seen much fighting, having been with the 13th Highlanders since shortly after they went to the front, writing recently that he was one of eight surviving officers. Letters from other officers, and the reports of returned men, all spoke of his courage and capacity. It was said that he was absolutely cool in the most difficult engagements, setting an example of duty that was an inspiration to the men under him. It was typical of the pathos of war that within a few hours of the arrival of the cables announcing Capt. Crowd's death, several letters from him were received by his family, in which he wrote most cheerfully of his work, and the prospects of the British forces.

SHORTAGE WIRE CABLE

Size for Ammunition Box Handles Cannot Be Secured

The specifications in connection with many of the ammunition boxes being made in this country call for a handle made of quarter-inch galvanized wire cable. Such has the demand been for this particular material that it is practically impossible to secure delivery of it to-day on a shorter dating than two months. Canadian manufacturers have declined to take orders for cable which they are themselves manufacturing into handles.

JAS. RAMSAY PRESIDENT

Succeeds Late J. R. Henderson as Head of Paint Association

At the meeting of the Canadian Paint, Oil and Varnish Association held at Montreal this week when the price policy of Canadian paint manufacturers for the spring campaign was decided upon, James Ramsay, Sr., of the firm of A. Ramsay & Son Co., was elected to the presidency. He succeeds to an office made vacant recently through the death of Joseph R. Henderson, late president Brandram-Henderson, Limited. Mr. Ramsay is one of the best known figures in the Canadian paint trade, and his long experience well fits him for the duties of the position.

BARBED WIRE FOR ALLIES

Southern Firm, Which Got Busy, Landed Big Business

It is a far stretch from Canada to Alabama to get an illustration of what may be done in securing war orders, but the enterprise of the Gulf State Steel Company at Gladsden, Ala., in going out for business in barbed wire, is an interesting example of what may be done when conditions are met. Hardware and Metal learns that the depressed conditions throughout the South had interfered seriously with the operations of the company referred to until the manager, an Englishman, went across the Atlantic and got into touch with officials on the other side. The result was that he found what was wanted in the war of barbed wire for trench entanglements, and, being able to assure successful production, got substantial orders; in fact, it is stated that the plant will be busy for a couple of years. As has been stated before in connection with barbed wire for war purposes, it must be made of unusually thick wire, with barbs an inch or an inch and a half long and two or two and a half inches apart.

It is announced that a brass and iron foundry will be established at Bathurst, N.B. Frank and Percy McCallum, formerly of Chatham, are at the head of it.

The by-law to grant assistance to the Glass Garden Builders, Georgetown, Ont., has been passed. The company will erect a factory for making green houses.

Hardware Letter Box

Crescent Arms Co.

McMurtry Hardware Co., Galt.—We have a gun marked Crescent Arms Co., Norwich. Can you tell us where the town of Norwich is, or if this is just a trade brand used by a manufacturer. We wish to secure repairs?

The address wanted is Crescent Arms Co., Norwich, Conn.—Ed.

"Kitchen Chef" Range

In response to an inquiry for the name of the maker of the "Kitchen Chef" range, in the issue of October 9 it was inadvertently stated that maker's name was Record Foundry and Machine Co., Moncton, N.B. The item should have stated that the manufacturer of the "Kitchen Chef" is the Enterprise Foundry Co., Sackville, N.B.—Ed.

Lead Tubes

Subscriber, A. W. S., Ottawa.—Kindly advise where I can purchase lead tubes similar to those used for holding tooth paste, etc.

Lead tubes are made by New England Collapsible Tube Co., 22-23 Waller St., New London, Conn., and A. H. Wares & Co., Chester, Pa.—Ed.

ADDRESSING OF MAIL FOR TROOPS AT FRONT

In order to facilitate the handling of mail at the front and to insure prompt delivery, it is requested that all mail be addressed as follows:

(a) Regimental number .....
(b) Rank .....
(c) Name .....
(d) Squadron, Battery, or Company .....
(e) Battalion, Regiment (or other unit), Staff appointment or department .....
(f) Canadian contingent .....
(g) British Expeditionary Force——.
(h) Army Post Office, London, England .....

Unnecessary mention of higher formations, such as brigades, divisions, is strictly forbidden, and causes delay.

Simms' Brushes

T. S. Simms & Co., St. John, N.B., recently issued catalogue No. 41, consisting of 210 pages, featuring Simms brushes and brooms. The new catalogue is exceptionally attractive, and contains several hundred splendid illustrations of the firm's products. Copies of the catalogue will be mailed on request.

St. John, N.B., Notes

A wedding of interest to friends in the trade in Canada took place recently in St. John, when Miss Nita, daughter of Mr. and Mrs. F. C. Kaye, became the bride of George Clifford McAvity, manager of the Mianus Motor Works here. The groom is a son of George McAvity, of T. McAvity & Sons. The ceremony was performed in Trinity Church by Rev. L. R. Sherman. A motor trip followed the wedding. Mr. and Mrs. McAvity will reside in St. John, enjoying the best wishes of many friends for future happiness.

General sympathy will be extended to Senator Nathaniel Curry, of Rhodes, Curry Co., Amherst, N.S., in the loss of his son, Capt. Leon H. Curry, who has been killed in action in France. He was with the 43rd Highlanders. Capt. Curry, who was 30 years of age, had many friends in these parts. He resided in Montreal, where he was vice-president and manager of Canadian Foundries.

A "travellers' platoon" is being organized in St. John for overseas service, and representatives of local hardware houses are interesting themselves in the movement with members from other concerns. Only commercial travellers are to be accepted for service with the unit, which it is planned will be entered for duty with the 104th Battalion under Lieut.-Col. Fowler. Already a nucleus has been had with the signing of more than a dozen "knights of the grip" for foreign duty. Local business houses are aiding the scheme as much as possible.

Local merchants were instrumental in the success of a big movement here recently in the interests of the patriotic fund. It was what was described as a $50,000 patriotic auction" and ran for one week. The returns are not yet completed. The promoters included members of local business houses with local societies, and all worked for the good of the cause, night after night, helping in the selling of the enormous quantity of goods received, after having already aided in its sorting and distribution. Two large rinks were used and the goods donated, which included merchandise of almost every description, were departmentalized. A hardware booth attracted especial interest, displaying tools, stoves, ranges, vacuum cleaners, clocks, ornaments, nails, sporting goods, and a wide range of other articles to be found for sale in the modern hardware establishment. Clerks from local hardware houses were present and assisted greatly. The auction was a splendid success.

Among the recent recruits for the 104th Battalion was Edward F. McDade, of St. John. He enlisted in Fredericton, where he has for some time been a member of the office staff of the hardware firm of James S. Neill & Son.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1121. **Tools, machinery, hardware, etc.** —An agent at Genoa, wishes to hear from manufacturers of tools, machine tools, machinery, hardware, etc., G.G.R.

1122. **Lamp glasses, globes, etc.** Manufacturers of lamps, etc., in Italy wish to buy lamp glasses, globes, etc., general fittings and supplies for lighting, lamp-wicks, hardware, household utensils, F.S.S.

1123. **Incubators.** — An agent at Palmero, Italy, wishes to represent in Sicily makers of incubators for poultry rearing. P.I.C.

1126. **Files, steel wire and sheets, machinery.**—Merchants in Italy are open to buy (and would after trying goods be disposed to accept agency), files, steel wire and sheets, machine tools, wood-working machinery, tools, drills, metal-working machinery. Branches at Milan, Genoa and Rome. T.J.T.

1127. **Electrical materials and machinery.**—An agent at Rome would buy for own account or sell on commission with del credere, electrical materials and machinery. Represented Berlin firm for fourteen years. R.D.P.

1130. **Sundries, brass smallwares, etc.** A toy manufacturer at Bologna wishes to hear from Canadian makers of the above. B.A.L.M.

1131. **Italian agents.**—Forwarding agents at Genoa, having opened a department for the representation of foreign firms and having their own travellers, are anxious to hear from manufacturers and shippers of raw materials for industry and articles of any sort. G.G.P.

1132. **Oils, soap, etc.**—Agents at Genoa, have openings for edible oils, oils and greases for soapmaking, soap, sulphate of copper and whale oil. G.C.M.

1133. **Stoves, spirit lamps, etc.**—A wholesale and retail firm at Genoa formerly selling the German article is open to receive quotations from manufacturers of petrol and spirit stoves, spirit cookers, spirit lamps, etc. G.O.R.

1134. **Building materials, sanitary ware, etc.** —An engineer at Rome seeks agencies for Italy in building materials, sanitary apparatus and ware, iron girders, electric lighting materials, woollen piece-goods, and waterproofs. R.N.G.

1135. **Paraffin paper.**—A correspondent at Turin wishes to buy paraffin paper.

1136. **Tinplates, sheet copper, leather, etc.**—An agent at Messina desires to get into touch with manufacturers or shippers of tinplates, sheet copper, leather, boots and shoes, oils and greases for soapmaking. M.G.E.M.

1138. **Coal, foundry coke and pig-iron.**—An agent at Genoa has openings for the above articles.

1139. **Hardware, brassware, celluloid and tools** are required by an agent-traveller at Genoa, working North Italy. G.L.P.

1140. **Steel, files, drills, etc.**—An agent in Genoa would represent steel manufacturers (for tools), also files, drills, springs, especially for motor cars and safety valves. S.L.G.

1142. **Wire.**—A British firm is open to buy paper machine wire—mesh 40 feet by 6 feet and 40 feet 1 inch by 6 feet 10 inches. Prices should include delivery Birmingham. (Sample can be inspected at the Department of Trade and Commerce, Ottawa.)

1144. **Broom stocks.**—A British firm with large connections is open to act as selling agent for the following, birch preferred:

(a) Hair broom stock, plain. Sizes 10½-in. to 14-in.
(b) Hair broom stock, striped. Sizes 10½-in. to 14-in.
(c) Bass broom head, without bevel on sides or ends. Size 11-in. to 16-in.
(d) A baluster stock. Size 7-in. to 10½-in. in blade.

Prices delivered Liverpool. (Samples may be seen at the Department of Trade and Commerce, Ottawa.)

1146. **Structural steel.**—A London firm of constructional engineers asks to be placed in touch with Canadian rolling mills which can supply mild steel sectional material and joists.

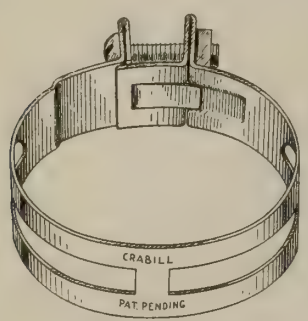
1147. **Glass bottles.**—A Lancashire firm desires the addresses of Canadian manufacturers of second-class type of glass bottles.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

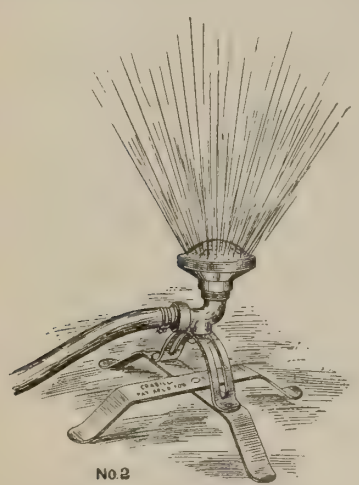
CRABILL HOSE CLAMP AND SPRINKLER

Crabill Hose Clamp Co., Battle Creek, Mich., offers to the Canadian trade the Crabill hose clamp, here illustrated. The makers claim that the construction of the clamp provides for additional strength at the tongue—the point where



The Crabill Hose Clamp

strength is needed most. The metal is embossed to take care of the tongue. This, it is claimed, gives a smooth inside circle that will not injure the hose. The clamps are made in various sizes, in both brass and steel. Special sizes can be made when needed. The company also offers the Crabill lawn sprinkler. The sprinkler has a round edge steel base, which, it is claimed, cannot be tipped over or broken. The sprinkler head

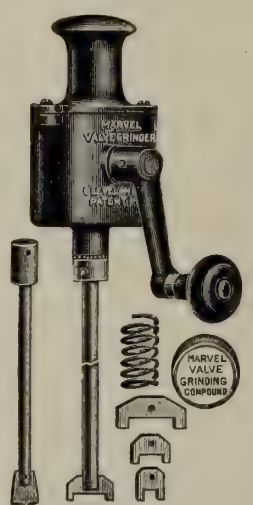


The Crabill Hose Sprinkler

is made of heavy spun brass, in two pieces, with a screw top. By making a screw top with rubber gasket, it is said the danger of leakage is eliminated, and the sprinkler can be taken apart and cleaned quickly. The spray from the sprinkler is very fine. The sprinkler is adjustable for the purpose of sprinkling a square corner or a terrace, or directly upwards if desired. The makers claim that when adjusted as a fountain the sprayer will spray a 30-foot circle with from 40 to 50 pounds pressure.

VALVE GRINDER AND SOCKET WRENCH

The Marvel Accessories Mfg. Co., West 6th Street, corner Lakeside Ave., Cleveland, Ohio, offers to the trade the Marvel valve grinder, here illustrated.



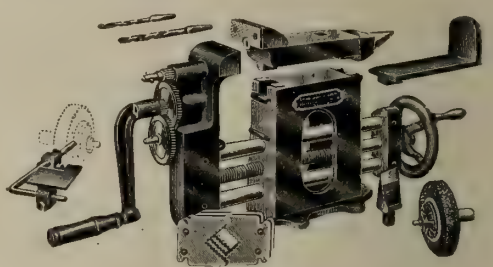
The Marvel Valve Grinder

The makers state that the Marvel grinder saves considerable time in grinding valves, makes a perfect smooth seat, always laps—does not stop at the same spot, cannot leave rings or ridges, insures good compression. To operate, turn the handle in one direction, and the valve turns back and forth, always a little further in one direction than the other. There is no rocking, and the makers state, you don't have to stop every few turns to lift the valve.

The company also offers the Marvel adjustable socket wrench, which, it is claimed, grips like a vise mutilated, rounded or odd-sized nuts, and gets into places inaccessible to the ordinary socket wrench. The wrench is drop forged steel, and consists of three parts.

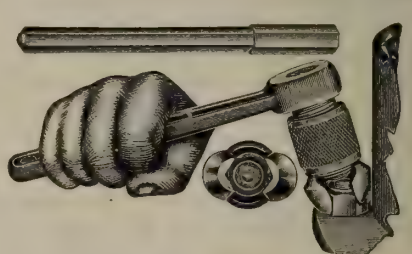
THE STEWART HANDY WORKER

Chicago Flexible Shaft Company, Chicago, Ill., offers to the trade the Stewart handy worker, a combined machine for home workshop, farm workshop or garage. The tool is one which



The Stewart Handy Worker

combines several practical working devices in compact form. All that is necessary is to bolt the device to a table or work bench and it is ready for use. There is a strong powerful vise, with jaw opening of 4½ inches. The jaws are 4 inches in width, and will hold any wood or metal article firmly and securely. There is a pipe vise which will grip pipe up to 1½ inches in diameter. The anvil is strongly and substantially made, and a steel cutting hardie for cutting wire or steel. There is also a drill press, which can be operated at two speeds. There are two drills and a rest to hold the job to the drill. There is a corundum grinding wheel that will keep the edges of wood or metal cutting tools, knives, etc., in good shape. The wheel has three speeds—direct, 4 to 1, and 16 to 1. The weight of the complete outfit,



The Marvel Socket Wrench

boxed for shipment, is 90 pounds. A descriptive booklet will be mailed upon request.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

Further price changes of an important and far-reaching character have taken place this week. One of the chief advances is the further advance in wire products, including wire, staples, etc. Wire nails have advanced 10 cents per keg, and if present selling prices of nails were based on the prices now being quoted for wire rods, even higher prices would be in effect. Even higher prices may be expected on nails, unless owing to the slack demand, and the fact that some nail makers are protected on wire rods at much lower figures than those in effect to-day, the price is kept down. Many lines of iron and steel products have advanced considerably. Screw and strap hinges, tee, and strap hinges, anvils, vises, tarred felt roofing, padlocks, powder, builders' hardware and other lines have been advanced during the week.

The new paint quotations for which the trade has been looking for some time, have gone into effect, and a decline of ten cents per gallon has taken place on a number of lines. Turpentine is on the up-grade, with remarkable speed, and firmness in linseed oil continues. There is a scarcity of many lines of iron and steel goods and a steel famine six months hence would not be unexpected. The continued warm weather has had a tendency to prolong the sale of late summer and early fall goods, but winter lines are moving slowly. The advent of cooler weather would undoubtedly cause a sudden rush of business for late fall and winter goods. There is considerable price-cutting going on in some lines, particularly sheets, etc. The market reports this week are cram full of interesting and important information for the hardwareman.

MONTREAL

MONTREAL, Oct. 28.—Price readjustments to higher levels, involving many important lines in the hardware, metal and paint trades, have been made in Montreal this week, the activity in this respect being more pronounced than in any period since the reorganization after the application of the special war tariff. Of chief importance is the further advance in wire, affecting plain steel and hay wire, but not galvanized fence wire; the increase is on a basis of 15c, and includes staples and other products. Wire nails have advanced 10c to a base of $2.60 in sympathy. Important also is a further advance in steel as the result of consumption for war purposes; mild, sleigh shoe, tire and toe calk steel are up 10c, and high-speed steel has soared to $1.50 and higher. The Montreal Association has decided upon an increase in builders' hardware of 25 per cent. on the net cost. Yale and Towne locks are now on a basis of 37½ per cent. and padlocks 50 per cent. The discounts on light and heavy tee and strap hinges has been made 70 per cent. and 40 per cent. respectively, and screw hook hinges have been advanced 25c cwt. English anvils and vises are up 1c a pound in some lists; tarred roofing has been advanced 15c; blasting and snapshot powders are higher, and oakum is fractionally increased.

Important Announcement.—In the paint trade the important announcement of the manufacturers as to spring business covers a reduction of 10c on some lines of ready-mixed paints, but the recent advance in raw materials renders the situation very firm. Linseed oil has advanced, and turpentine is soaring. Metals are generally quiet, although antimony has recently shown startling advances. Tin is firmer; spelter steady to strong on spot; lead ¼c higher, and copper steady. Solder shows some advance on last week's reductions.

Business continues satisfactory, with maintained activity in the country districts, and a better tone in the city in heavier lines. Unseasonably warm weather is interfering somewhat with the call for winter goods, and it is felt that this is particularly the case in the city. Altogether the trade sentiment is very favorable.

Tin.—The tone of the tin market, both locally and at New York and London, is distinctly firmer, with the quotations here holding at 40c-41c. American figures for the week are fractionally higher. The foreign situation continues to improve, but why is not just clear, unless it is that the Balkan developments have caused some uneasiness as to London arrivals from the East through the Suez Canal. From the statistical standpoint there are arguments that the position of the supply of the metal in relation to consumption is practically the same as it was a year ago after a nine months' period. New York reports demand as being very quiet, with evidences that there are few buyers looking for spot supplies; the firmness there is on London influences.

Spelter.—Local spot quotations are steady at 19c-20c, but there are easier prices on futures. However, there has been somewhat more interest in futures indicated in the recent transactions in New York, and there have been some advances for first quarter business, while November and December offers have received less attention on the development of weakness in London. The whole situation depends upon the war munitions consumption; the galvanized iron trade shows little, if any, improvement.

Lead.—The local lead quotation has advanced ¼c to 6½c-6¾c, and the tone is inclined to be firm. The increase came with a like advance on the part of the American Trust, which now quotes 4¾c, a figure which is followed by outsiders and second-hands. New York reports the situation firm on the recent advance, but that there is very little inquiry for the metal.

Copper.—The market for copper is steady, and the quotation of 21½c continues. The American situation is holding fairly well, but it is noted that the attitude of the large consumers is to continue their policy of only buying against orders they book, and this is not of sufficient volume to keep the producers entirely comfortable, as stocks are increasing on their hands.

Antimony.—There is an advance in the nominal quotation for antimony from 35c to 37c. It is expected that further increases will be made, as the New York quotation for Japanese, Chinese and American has recently jumped 5c. In the latter market it is stated that recent buying with attendant

advances has been for Canadian account and that American consumers were little affected, having covered themselves in advance.

Aluminum.—There is little new in the aluminum situation, the high price of the metal having taken it beyond the field of general commercial uses. The quotation of 60c is somewhat easier, being a decline of 5c.

Solder.—A firmer tone has developed in the solder market during the week, and there has been another readjustment of prices to higher levels. The present quotations are:

Half-and-half	24c-26c
Strictly	26c-28c

Advances in Steel.—The demand for steel in the manufacture of war munitions has resulted in further advances in this market, the prices on mild, sleigh shoe, tire and toe calk being increased 10c, while there is a big jump in the quotations for high-speed steel, for which there is a strong call. New quotations are:

Mild steel	2.35
Sleigh shoe steel	2.40
Tire steel	2.45
Toe calk steel	2.95
High-speed steel	1.50

Iron is Firm.—Iron is also strong and, although there are no increases recorded, the base for bar at $2.20 is very stiff, and further advances are to be looked for. Forged, refined and horseshoe iron are also very firm.

Copper Products Firm.—With the copper market remaining steady the new prices on bars, sheets and other products, announced last week, are well maintained. Quotations follow:

Bars, ½ to 2 in.	$30.50
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	31.25
Copper sheet, tinned, 14 x 60, 14 oz.	34.75
Copper sheet, planished, 14 x 60, base	41.25
Braziers' in sheets, 6 x 4 base	30.50

Lead Products.—With an advance of ¼c on lead in both American and Canadian markets, the quotations on products of the metal are firmer, although there is no indication of an increase in prices unless the raw material goes higher. Quotations on pipe and sheets follow:

Lead pipe	$0.09½
Lead waste pipe	0.10½
Sheets, 3-lb. sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

Black Sheets.—Following the higher prices in the market for black sheets, referred to last week, the situation has been firm, and there is talk of further increases in metal roofing materials in general. The following quotations indicate a slight spread in prices as between hardware dealers and metal dealers, being largely the difference between large and small orders:

	Ind.	Assoc.
10 gauge	$3.00	$2.75
12 gauge	3.00	2.80
14 gauge	2.85	2.60
16 gauge	2.85	2.55
18-20 gauge	2.85	2.60
22-24 gauge	2.85	2.70
26 gauge	2.95	2.75
28 gauge	3.00	2.80

Nails Advance.—In common with wire products in general, there has been an advance in the price of wire nails of 10c. The Montreal base is now $2.60. The price of cut nails is unchanged at $2.50. The discount on miscellaneous wire nails continues at 75 per cent.

Staples Advance.—Wire staples have also been advanced, and the quotations for bright and galvanized in kegs and boxes are now as follows:

Fence staples, galvanized, in kegs.	$4.00
Fence staples, galvanized, 25-lb. boxes	4.10
Fence staples, bright, in kegs	3.00
Fence staples, bright, in 25-lb. boxes	3.25

Smooth Steel Wire Advances.—An advance of 15c on smooth steel wire brings the basis for No. 0-9 gauge to a basis of $2.75, with the usual additions as follows; 10 gauge, 6c; 11 gauge, 12c; 12 gauge, 30c; 13 gauge, 30c; 14 gauge, 40c; 15 gauge, 55c; 16 gauge 70c—all extra.

Fence Wire.—Galvanized fence wire is not affected by the advance, but plain wire fencing goes up 15c. Following are quotations:

O and A, No. 10	$2.91
O and A, No. 11	2.97
O and A, No. 12	3.05

Hay Wire Advances.—The wire advance affects hay wire to the extent of 15c. Quotations for coils are now as follows: No. 13, $2.80; No. 14, $2.85; No. 15, $2.95.

Locks Advance.—For the Yale and Towne line of locks, etc., the Montreal wholesalers have adopted a discount of 37½ per cent. On padlocks the discount for the future will be 50 per cent.

Change in Clippers.—A change has been made in the prices on new market horse clippers. The new quotation, as set by the Montreal trade, is $1.35.

Builders' Hardware Advances.—An important decision has been reached by wholesalers with regard to builders' hardware, an increase being made of 25 per cent. on the net cost.

Shovels.—It is reported in the trade that there is a shortage of certain lines of raw materials entering into the manufacture of metal shovels, and that deliveries may be interfered with. This condition of affairs appears to apply particularly to snow shovels, which should be moving shortly.

Advances in Oakum.—There have been general advances recently made in the prices for oakum. This has affected the line handled by hardware dealers for the plumbing trade, the advances being from ¼c to ½c a pound.

Galvanized Sheets.—With spelter tending to somewhat higher levels on the recent movement in the American market, the situation as regards galvanized sheets is somewhat firmer, and it appears that the readjustment to lower levels has been neglected for the time being. Conditions, however, are still somewhat unsettled.

Screw Hook Hinges Advance.—An advance in hinges has been made covering several lines. Screw hook and strap hinges have been increased ¼c per pound as follows:

Under 12 in., per 100 lbs.	$5.25
Over 12 in., per 100 lbs.	4.50

Tee and Strap Hinges Readjusted.—As between net and list prices and discounts, together with some recent advances, the quoted figures on heavy and light tee and strap hinges, quotations have become somewhat confused and misleading. For this reason prices have been brought to an adjustment on the present net basis as follows:

Heavy—	Strap.	Tee.
4-inch doz. pairs	$1.14	$0.96
5-inch doz. pairs	1.38	1.11
6-inch doz. pairs	1.50	1.14
8-inch doz. pairs	2.04	1.53
10-inch doz pairs	3.60	2.52
12-inch doz. pairs	4.51	4.14
14-inch doz. pairs	5.10	4.54
Light —		
3-inch doz. pairs	0.30	0.30
4-inch doz. pairs	0.36	0.33
5-inch doz. pairs	0.42	0.39
6-inch doz. pairs	0.51	0.45
8-inch doz. pairs	0.75	0.54
10-inch doz. pairs	1.05	0.72
12-inch doz. pairs	1.80	1.35
14-inch doz. pairs	...	1.65

These figures cover a discount of 70 per cent. on light and 40 per cent. on heavy off list.

Powder Advances.—The effect of the war demand for explosives is to be found in recent advances in the prices of powder. Blasting powder and snapshot powder, with which the trade is chiefly concerned, have both been affected, the former to the extent of 10c a keg and the latter about 15 per cent. all round.

Anvils and Vises Advance.—In the advance of the metals certain products are being affected, and this particularly applies to imported lines. One of the Montreal wholesale firms reports an increase of 1c a pound in prices on English anvils and vises.

Roofing Felt Higher.—Higher prices are being quoted for tarred felt paper,

affecting the seven-ounce, ten-ounce, and 16-ounce weights. The price is now given as $2.15, as against a former quotation of $2.

Arms and Ammunition.—The re-sorting orders on ammunition continue brisk and very satisfactory. Although the weather has been unseasonably open, it is evident that the fall of the leaves has created better conditions for the sportsmen, and that there are a large number out with their guns.

Mechanics' Tools.—The demand for mechanics' tools continues to be altogether satisfactory, and it is evident that this business in this line is likely to continue brisk, with orders being placed for larger shells and other more varied forms of munitions of war. There may be some difficulty in getting delivery in some lines if the demand continues.

Seasonable Lines. — The unusually open weather continues to interfere with demand for some of the winter lines, such as skates, sleigh bells, snow shovels, etc.; but it is reported by one house that the call for meat choppers and weather strip has been particularly good.

Stoves and Furnaces.—Cold weather would undoubtedly quicken the demand for stoves, but dealers report that, considering the conditions prevailing, there is a very satisfactory movement of both stoves and furnaces. Business compares very favorably with a year ago, but, of course, is not up to normal.

Utensils.—There is still a good demand for utensils of the more useful variety, especially in the country districts. There has been some reduction in boiler ranges, but, with the recent renewed strength in spelter, it is possible that quotations will strengthen again. From the way spelter is acting, it looks as though it would be some time before the manufacture of many galvanized utensils can be successfully carried out to meet competition of cheaper materials.

TORONTO

TORONTO, Oct. 21.—Price changes of importance have been noted again this week and those in a position to know state that many others will follow in the near future. October business with the local jobbers has been very satisfactory, although owing to the continued fine weather there has been an absence of demand for late fall and winter goods. With the advent of cold weather there will be a sudden rush for winter supplies. The decline in paint, expected for some time, has taken place this week and is reported in the weekly paint market report.

The general improvement in trade continues and an optimistic spirit prevails in business circles. The crops, which are an important factor in the development of this country, have been so bountiful this year that they will add materially to the wealth of the community generally and inspire a greater feeling of confidence in manufacturing circles. In addition, the large volume of war orders will contribute to place many of our industries on a very satisfactory basis. The trade returns for six months ending Sept. 30 are very encouraging. The figures show a satisfactory advance over the corresponding period of last year. The export of manufactured goods for September was very heavy, reaching a total of over nine million dollars compared with a total of a little over five millions for Sept., 1914. Imports also showed an improvement. The duties collected on imported goods show an increase of approximately one and one-half million dollars for the six months compared with the corresponding period of 1914.

Developments in the shell industry are being awaited with the greatest interest. A new system of placing contracts for the large calibre shells will be introduced. Canadian manufacturers are being asked to submit tenders for 6-in., 8-in. and 9-in. shells, thus placing the business on a competitive basis. It is reported that orders amounting to $80,000,000 for the larger shells are about to be placed by the British Government through the Shell Committee.

Pig Iron

A large tonnage of low phosphorus pig iron is being imported from the States for steel making. Foundry grades are not so active but have advanced in price. Hamilton and Victoria brands are now quoted at $21 per ton, Toronto. Standard low phosphorus is being quoted $26 at furnace.

Old Material

The market is dull, there being little demand for domestic material with the exception of aluminum, which is very scarce. Buying is of a speculative order and consumers are slow in taking deliveries. Prices are firmer and higher for some materials. Scrap copper has advanced 25c to 50c per 100 lbs. according to grade. No. 1 composition turnings are now quoted at $10. Heavy melting steel is in fair demand and has advanced to $9.50, while machinery cast iron is also higher at $12.

Machine Tools

There is little change to note in the machine tool situation although there will be considerable activity when the orders for the larger calibre shells have been placed. Tenders are being submitted by manufacturers for these shells and the orders will no doubt be placed with as little delay as possible. The shells will be 6-in., 8-in. and 9-in., and heavy lathes will be required to machine them. There is still a steady although lighter demand for tools for 18-pdr. shells, together with a fair movement in second-hand equipment.

Metal Market

The metal market is dull, but prices are keeping steady. The sterling exchange situation, although somewhat easier, continues to have a depressing effect on the metal market. The New York market has been more active recently and is showing a tendency to react in an upward direction. The London market is quiet and steady. The scarcity of aluminum continues and prices have an upward tendency. Spelter is a little higher due to strength in both London and New York. The copper market is easier but, with the recent large new orders for munitions, a buying movement is expected with a possible advance in price. The tin market is firm but unchanged. Antimony and lead are firm but unchanged.

Tin.—The market is firmer but quiet. The uncertainty of the British export-tax question has restrained activity and probably prevented a good movement. Tin is now quoted at 37½c per lb.

Copper.—The market is dull and easier but prices are unchanged. The copper position, however, is a strong one as large orders for munitions continue to be placed which will result in a heavy demand for this metal. Consumers are buying on a hand-to-mouth basis, but may be forced to cover their requirements in a rising market. Producers seem to be in control of the situation, and, as copper must be had by munition manufacturers, higher prices are therefore more probable than otherwise. Locally copper is unchanged at 19½c per pound.

Spelter.—The market is higher both in London and New York, and the situation has improved. Spelter has advanced ½c locally and is now quoted at 17½c per pound.

Lead.—The market is firm with local quotations at 6¼-6½c per pound.

Antimony.—The market is very firm, and there is a scarcity of spot metal. Quotations are unchanged at 35c per pound.

Aluminum.—Prices are nominally unchanged, but the scarcity of this metal is rather more apparent, and holders are inclined to ask higher prices. Local quotations are nominal at 60c per pound.

Hardware Lines. — Unusual warm weather for this season of the year has checked to a certain extent the regular fall business. However, local jobbers state that business is continuing fairly satisfactory, the movement of goods for October showing an improvement over a year ago. Staple hardware lines are moving well, also seasonable goods, but a decided falling off is announced in winter lines that had commenced to move

	Per Imp. gal.
1 barrel lots	80c
2 to 4 barrel lots	79c
5-gal. lots	87c

Linseed Oil.—Linseed oil is firm at last week's quotations and the price of 77c for raw and 80c for boiled seems to be the ruling price on the London markets. It is expected that reductions will take place when the Western crop is marketed, but up to the present time weather conditions have been against the marketing of the grain. Prices are uniform among local jobbers at the following figures:

	Per gal. Raw	Boiled
1 to 2 barrels	77c	80c
3 to 5 barrels	76c	79c
6 to 9 barrels	74c	77c

Wire Nails.—A new base price of $2.55 per keg is being quoted on wire nails. The recent advances in the price of wire rods is responsible for the advance in the price of nails. It is not unlikely that further advances will mature, as the present quotation on wire rods is not considered strong. Cut nails are unchanged and are being quoted at $2.70 per keg base.

Fence Wire.—15c per 100 lbs. is the latest advance on fence wire. This is also due to the advance in wire rods. The demand for fence wire is only fair as the prices are too high. Following are the new prices:

	Per 100 lbs.
Barb	$3.35
No. 9 galvanized	2.95
No. 12 galvanized	3.10
No. 13 galvanized	3.20
No. 9 coil spring	3.00
No. 10 O and A	2.91
No. 11 O and A	2.97
No. 12 O and A	3.05

Fence Staples.—The price of fence staples has been affected to the extent of 15c per 100 lbs., for the same reason as is given on fence wire and nails. The following prices are now being quoted:

	Per 100 lbs.
Galv. Kegs	$3.85
Galv., 25-lb. boxes	4.10
Bright, kegs	3.00
Bright, 25-lb. boxes	3.25

Fence Hooks.—The price of fence hooks has advanced 15c per 100 lbs., and quotations are now made at the following figures:

	Per 100 lbs.
Kegs	$3.85
25-lb. boxes	4.10

Roofing Nails.—Large-head roofing nails are being quoted at 10c per 100 lbs. higher than previously. Kegs are quoted at $6 per 100 lbs., and 25-lb. boxes are quoted at $6.25 per 100 lbs.

Guns.—An advance in the price of Winchester guns has been made by local houses. The increased cost of material which is used in the manufacture of guns has made a further advance necessary. The advance is 5 per cent. over former prices.

Glass.—The demand for glass is not improving, and small shipments are being made at the following discounts:

Single diamond	20%
Double diamond	20%
Cut lights	20%

Rope.—Rope prices are being maintained and a fair volume of business is being transacted at the following figures:

	Lb. base
Pure Manila	16c
British Manila	13½c
African hemp	13½c
Sisal	11½c

WINNIPEG

WINNIPEG, Oct. 28.—Bssiness during the first three weeks of the month has been very good, and it is more than likely that the results for October will come up to expectations.

The latest C. P. R. crop report indicates that with another three weeks of fine weather the greatest percentage of the grain will be threshed and ready to ship. There are over 2,000 cars passing through Winnipeg daily, and at this rate the bulk of the crop should be marketed by the end of the year.

Collections should soon show a decided increase over what they have been during the last month. In spite of the large amount of grain marketed, collections have been none too good, and it is advisable for everyone to keep hard at it.

There are several price changes to note this week, and threatened advances in various wire products have taken place with every indication that further advances will be made shortly.

Nails and Staples Advance.—Annealed wire and wire staples have advanced fifteen cents per 100 pounds. Wire nails have advanced to $3.15 base at Winnipeg and $2.75 base at Fort William

The following are to-day's prices on Galvanized Wire:

Winnipeg prices:—No. 8 gauge, $3.85; No. 9, $3.45; No. 10, $3.90; No. 11, $3.95; No. 12, $3.65; No. 13, $3.65; No. 14, $4.35; No. 15, $4.55; No. 16, $5.10; No. 18, $5.75.

Fort William prices:—No. 9 gauge, $3.05; No. 12, $3.25.

Galvanized Wire:—No. 9 coiled, Winnipeg $3.50, Fort William $3.10.

The above represents an advance of 10c per 100 pounds on all lines.

There has also been an increase on the price of barbed wire and prices quoted below are ruling to-day:

	Winnipeg	Ft. William
Lyman	$3.20	$2.85
Glidden	3.03	2.70
Baker	3.00	2.68

Wire rope has advanced and prices below indicate just to what extent this line has been affected:

¼ in., $4.75; 5-16 in., $5; ⅜ in., $5.25; ½ in., $5.90; ⅝ in., $7.75; ¾ in., $9.50; ⅞ in., $13.30; 1 in., $17.25

Turpentine has advanced over last week's price and is quoted at 81c per gallon in bbl. lots.

Woven fence has advanced and also Banner poultry netting, prices of which are attached herewith. To-day's prices on Banner poultry fence are, per roll:

24-in., $2.65; 36-in., $3.35; 48-in., $3.90; 60-in., $4.65; 72-in., $5.35.

In view of the advances which are noted this week, wholesalers think it would be advisable for merchants to book everything in the line of wire products which they will be likely to use during the coming spring. Also all lines of iron and steel will be more or less affected, and booking of these lines is also advised.

EDMONTON

EDMONTON, Alta., Oct. 20.—Conditions in the hardware trade, both wholesale and retail, are fairly satisfactory at the present time when one considers the small amount of construction work going on. City trade is quiet, but country merchants are reported to be doing a fair volume of business. Heaters have begun to move with their accompanying accessories, stove pipe, coal hods, fire shovels, etc. It is felt that a cold snap would further stimulate business. Merchants who cater to the threshers are disposing of their stocks of belting, oils, valves and other supplies, and the demand is likelv to continue for some time.

With the harvest over threshing operations are in full swing throughout the West. It has recently come to light that there is a serious shortage of separators in this province.

Although threshing has been going on for several weeks now, only a small percentage of the grain has been handled. W. H. Andrews, secretary of the Retail Merchants' Association of Alberta, is credited with saying that there will be a great percentage of the wheat go unthreshed this year as farmers are now trying to get threshing outfits for fifty or sixty days ahead. Mr. Andrews has just completed a trip throughout the province and is in a position to know just haw matters stand. It is fearel that should winter set in early work will have to stop. Implement men claim that there is now no remedy for the shortage of equipment. This means that it will be a long time yet before the majority of farmers can dispose of their grain and get the returns. Weather conditions lately have been very favorable for fall work.

with the cooler weather of two or three weeks ago. The country trade still leads, but while the country trade is the big factor, city trade has improved a little. Price changes are again a feature of the week and several important changes are again in effect. Price-cutting in some branches of the trade is still in evidence and adjustments are being made from time to time.

Advances in Iron and Steel.—Further advances in the price of iron and steel are announced. Requirements for the manufacture of munitions are responsible for the recent advances and as stated previously, steel and iron for commercial purposes are a secondary consideration. The demand for these products, due to the war conditions, makes it hard to predict what levels will be reached. Refined iron is advanced 10c per 100 lbs. Domestic steel has also advanced 25c per 100 lbs. Toe calk steel is advanced 10c per 100 lbs., and mining cast steel has advanced ½c per lb., or 50c per 100 lbs. High-speed tool steel is firm at the recent advance and limited supplies at $1.50 per lb. are available.

Galvanized Sheets.—The conditions that have recently featured the galvanized sheet metal market are still in evidence and price-cutting continues. It is difficult to obtain uniform prices owing to these conditions, and adjustments are being made occasionally by local houses. The present cost of producing galvanized sheets should bring better prices than are being offered to the trade. Adjustments have been made in the price of Apollo brand sheets and are as follows:

22-24 gauge	$4.25
26 gauge	4.40
28 gauge	4.60
10¾ oz.	4.80

14, 16, 18 and 20 gauge remain unchanged.

Nails Advance.—An advance in the price of wire nails has gone into effect during the week. The price of wire rods has increased very rapidly of late and our prediction in last week's issue that another advance was very probable has proved correct. Higher levels are still looked for and if rods advance further the price of nails will have to advance accordingly. The demand for nails at the present time is very slow and regular orders are being filled at the new price of $2.55 per 100-lb. keg base.

Fence Wire Advances.—With the advance in the price of wire rods, comes an advance in the price of fence wire. Last week's advances are again augmented by an increase all round of 15c per 100 lbs. Following are present quotations:

	Per 100 lbs.
Barb	$3.45
No. 9 coil spring	3.45
No. 9 plain galv.	3.15
No. 12 plain galv.	3.30
No. 13 plain galv.	3.45
O and A, No. 10	2.91
O and A, No. 11	2.97
O and A, No. 12	3.05

The above prices are not strong, as further advances are looked for in the near future.

Smooth Steel Wire Advances.—No. 0-9 gauge smooth steel wire is now quoted at $2.75 base, an advance of 15c per 100 lbs. being in effect. The usual extras are as follows:

No. 0-9 gauge, $2.75 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Fence Staples Advance.—In sympathy with wire rods, fence wire and nails, the price of fence staples has also been advanced 15c per 100 lbs. The demand for fence staples until quite recently had shown some improvement, but the advances which have taken place of late have been to some extent responsible for the inactivity which exists at the present time. The following prices are now ruling on the local markets:

	Per cwt.
Fence staples, galv., in kegs	$3.85
Fence staples, galv., 25-lb. boxes	4.10
Fence staples, bright, in kegs	3.00
Fence staples, bright, in 25-lb. boxes	3.10
Poultry netting staples, 10-lb. boxes	5.65
Poultry netting staples, 25-lb. boxes	5.10
Poulty netting staples, 100-lb. bxs.	4.85

Bright spear point, 75 p.c.

Lawn Hose for Spring. — Orders for spring delivery of lawn hose are coming in freely, at prices unchanged from those of last year. The following prices and discounts are offered to the trade:

Corrugated, ½-in.	11c ft.
Corrugated, ¾-in.	14½c ft.

Less 5 per cent. for full reels 500 ft.

Rope Unchanged.—A fair volume of business is being transacted by the local jobbers. Prices are unchanged and are firm at the figures shown in the current quotations.

Waste.—It is rumored that waste is due for another advance in price. The situation on the American markets at the present time is very perplexing and the conditions that exist in the U. S. markets are reflected on the Canadian markets. The manufacturers of munitions are using large quantities of waste but the reason for the advances are not due to that, but rather to the fact that waste is a by-product of other cotton goods. There has been a bigger demand for coarser cotton goods, and the coarser threads have been used in the manufacture of these goods instead of using them in the manufacture of waste. It is likely that an advance will go into effect during the coming week. Present prices are shown in the current quotations under paints, oils, etc.

Spades and Shovels for Spring.—Local hardware jobbers are receiving a large number of orders for spring delivery of spades and shovels, and while the prices being quoted at the present time are unchangd from last year, it is stated that advances are very probable. Present quotations are as follows:

1sts	60 per cent. discount
2nds	55-2½ per cent. discount
4ths	45 per cent. discount

Cotton Twines.—Cotton twines are said to be slated for a further advance in the near future. At the time of going to press nothing definite can be ascertained, but the fact that prices in the U. S. markets have advanced 1½c per lb. during the past week is an indication that prices will advance here.

Stoves More Active.—The activity in the demand for stoves which was so noticeable at the early part of the month has been interfered with considerably by the continued warm weather. A demand for better-class ranges is noticed this year over former years, especially from the country districts. The farmers are buying better-quality ranges in all sections of the country.

Seasonable Lines.—Although there is a fair volume of business being transacted on seasonable lines, local jobbers say that more seasonable weather would be beneficial to business, in regard to the movement of these lines. Ammunition and guns are not receiving as much attention as was expected, which is probably due to the continued warm weather.

Builders' Hardware.—It is altogether likely that a number of important changes will be made in builders' hardware lines in the near future. The demand is not brisk owing to the curtailment of building operations.

LONDON

LONDON, Oct. 27.—A steady fall business is being transacted by local jobbers and a fair movement of fall lines is noticeable. Cooler weather would have a tendency to increase the sales on winter lines as dealers are holding back and are only buying staple fall lines. Several price changes have gone into effect during the past week. Nails, wire, staples, turpentine, are the most important changes.

Turpentine.—Two advances of 5c each have taken place on the local markets during the past week. Local jobbers are at a loss to know why the price of turpentine should advance so suddenly, as the demand has not improved any. Several conflicting reasons are given as to the cause of the advances, but it appears as though speculative interests are at work in the primary markets. The prices now being quoted are as follows:

WEEKLY PAINT DEPARTMENT

Can Paint Be Sold in Winter?

Are There Opportunities for Selling Paint During the Winter Months?—What Class of Work Can be Done?—What Lines Can be Sold?

By HENRY LEWIS

THE weather so far this fall in most parts of Canada has been so unusually fine that there is not the usual October demand for cold weather hardware. The outside painting season has been prolonged, however, and a good many merchants have been boosting the sale of paints in order to offset the slackness in other lines. The trade can confidently expect the advent of cooler weather before long, and then there will be a rush for heating equipment and accessories, glass for repair work and many other hardware lines.

When the late fall rush begins, there is an inclination on the part of a few merchants — although the number is growing smaller every year, to overlook the possibilities which exist in some of the other departments in the store. Let us consider for a few moments the possibilities of winter paint sales. It is the general opinion of a number of dealers that after the early fall rush has been satisfied and paints get quiet, that there is no further demand for them until the following spring rush starts in. Some merchants seem to be satisfied to wait for this demand. Why wait for a demand when you could, by throwing out a suggestive hint to your customers, create one? Is it your opinion that the merchant who "waits" makes the same progress as the merchant who is not satisfied to wait, but goes out after this demand and meets it two or three months in advance of his competitor? Which of the two appeals to you as the one to succeed?

Some people will ask, "what class of painting can be carried on during the winter months." Outside work of course is suspended during the cold weather so naturally we will have to direct our attention to inside work, altogether. Now the question arises, what advantages are there in painting at this time of the year. First and foremost comes the answer, temperature. There is but little doubt that when the stoves and furnaces are going that the air as well as the walls and ceiling of any house are much dryer than during the summer, spring and fall, and especially during a wet season such as we have had this year. Therefore, it seems that for inside decorating a better season could not be chosen.

The home of nearly every man is used during the winter months for entertaining, or even spending quiet evenings there, and everyone will admit that the more attractive and pleasant the home appears, the more pride the family will take in it. Almost every man spends quite a number of evenings at home during the winter months and these could be devoted to the brightening up of his home.

These facts will have to be brought to the attention of your customers as most people think the proper time for this work is in the spring. Why should any man live in his house all winter and then as soon as he can take advantage of the outdoor air by enjoying his evenings on the verandah or elsewhere, start to paint up the interior of the house and leave it open all summer?

One of the quickest ways to bring these facts before your customers is to make a window display of paints used for inside work. Possibly a couple of neat window cards bearing helpful suggestions would break the ice, or in other words, bring the attention of your customer or the passer-by to the idea of brightening up his home. It is also a good idea to mention these things to customers who enter your store, as it could be done without any trouble while waiting on them, and point out to them the advantages to be gained by doing this work at the present time.

Some dealers are inclined to scoff at the over-the-counter suggestion idea. Let them scoff. More goods are sold by wide-awake- merchants and salesmen by over-the-counter suggestions than by any other sales method.

The man who simply sells a man what he asks for without throwing out a few gentle reminders about other lines is indeed a poor salesman and his type is becoming extinct.

Perhaps the most redeeming feature of painting up during the winter months by the man who does not do this work himself will be the argument of cost. In the first place, labor is cheaper than in the summer months, as it is the off season of the trade, and naturally those employed in that work are only too anxious for employment and will not make their prices too stiff. Then again, skilled workers could be secured, as there would be a larger field of men to choose from. The lines which would come into prominence would be floor preparations, varnishes, stains and paints for walls, etc. Even if it is impossible for a man of ordinary circumstances to spend the money for labor this work can all be done by an amateur as there are no fancy or delicate parts to paint.

As for the matter of color effects, if a salesman is a thoroughly up-to-date paint salesman, he can make suggestions as to color schemes, and therefore assist the customer to choose wisely.

NEW NAVAL STORES ACT

The Naval stores committee of the National Paint, Oil and Varnish Association of the United States, has been working hard for some time for reforms in the naval stores trade. The committee through its chairman, has proposed a new naval stores bill to be presented to the U.S. Congress at its next session, and suggests that the bill should incorporate the following:—To provide for the establishment of standards and uniform grading and weights; To prohibit the sale of adulterated naval stores; To provide that all naval stores moving in interstate commerce be properly branded as to grade and name of seller; To empower the Department of Agriculture to establish from time to time standards of grades and weights, and to act as arbitrator upon appeal from buyer or seller where disputes arise because of variation in grades and weights; to provide a penalty for violation of the provisions of the bill

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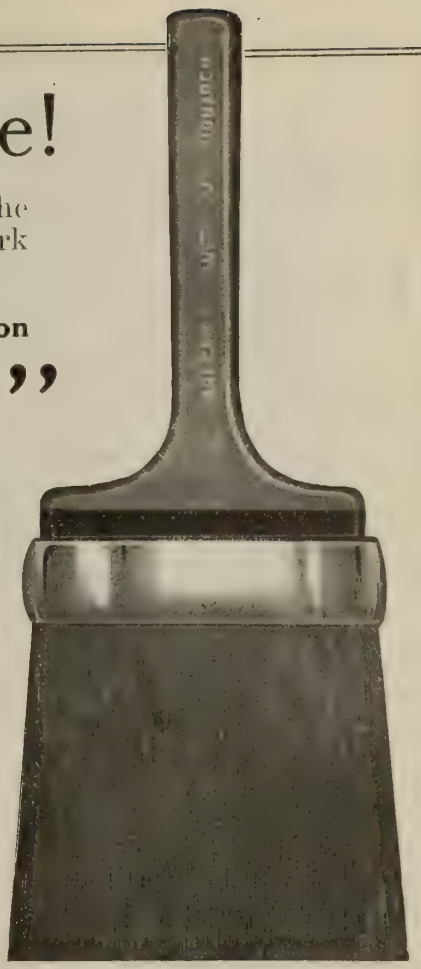

positively prevent the bristles coming out.

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Brandram-Henderson Sales Convention

Salesmens' Convention Held at Toronto This Week—Sales Talks, Demonstrations and Window Trimming Competition Interesting Features

THE annual sales convention of Brandram-Henderson, Limited, was held at the Queen's Hotel, Toronto, on October 26 and 27.

The convention discussed ways and means of further increasing the Brandram-Henderson business during the coming year; the firm's present year, which ends in November, has been the most successful in its history in point of sales, but the management believes it can do still more; hence the new preparations now under way.

The convention this year was a purely business meeting, without banquet and other festivities, as on previous occasions, when the world was at peace. Nevertheless, the convention was very interesting, as indicated by the following programme:

October 26th.

10.00 to 11.00 a.m.—Opening Session.
Address by the President, Mr. George Henderson.
Prizes awarded to winners of various Sales Contests, and Sales Contests for 1916 announced.
11.30 to 12.30 p.m.
The B-H Factories behind B-H "English" Paint.—G. M. Edwards.
2.00 to 4.30 p.m.—Salesmen's Session. Sales Talks and Sales Demonstrations.
(a) "Opening a B-H 'English' Paint Account and what it constitutes."—J. E. Fenfound.
(b) "Selling the Full Line."—S. W. Smith.
(c) "Following up Dealer's Prospects and Selling Goods for the Deaer."—M. Winerocpe.
(d) "How Daily Reports Help Develop the Territory."—R. B. H. Cotton.
(e) "Towns where we have No Agent and No Prospect."—E. W. Charlton.
(f) "Selling Oil Colors."—Fred Markum.
(g) "Demonstrating the Sale of B-H 'English' Paint."—R. C. Blakeney and W. A. Church.
(h) "Demonstrating the Sale of B.B. and Anchor Lead."—W. B. Gillespie.
(i) "Demonstrating the Sale of China-Lac."—N. Paradis.
(j) "Demonstrating the Sale of Fresco-Tone."—A. F. Benford.
(k) "How to Handle Complaints."—E. F. Lowe.
5.00 p.m.—Salesmen's Suggestions to Management Regarding Marketing of Products.
Evening: Theatre Party.

October 27th.

9.00 to 10.30 a.m.—Window Dressing Competition.
Maritime, Toronto and Montreal Representatives contesting. Judges: H. W. Parr, of "Hardware and Metal"; James O'Hagan, of "Canadian Hardware Journal"; and Thos. Meredith, of Meredith & Co., Toronto.
10.45 to 11.30 a.m.—Manufacturing Sales Session.
"Some Paint Problems."—R. H. Monk.
12.00 to 1.00 p.m.—Master Painters' Trade Session
Address by A. M. McKenzie, President of International Association Master House Painters and Decorators.
2.00 p.m.—Varnish Session, including China-Lac Demonstration.
E. F. Lowe and G. M. Edwards
3.15 p.m.—Advertising Session.
Outline of Advertising and Sales Promotion Work for 1916.—A. W. Poole.
4.30 p.m.—President's Closing Remarks.
7.00 p.m.—Supper Party, Queen's Hotel.
Evening, 8.15 p.m. Evening Session.
Addressed by F. H. Rowe. Subject: "The Greatest Game in the World."

The firm of Brandram-Henderson is a purely Canadian one, but the original Brandram began business in England in the time of George II. During the Napoleonic wars the Brandram firm supplied quantities of munitions to the English army, and in connection therewith it is interesting to note the fact that at the Brandram-Henderson lead works in Montreal at present the same service is being rendered to King and country. Hundreds of tons of bullets have been shipped from these works for use overseas during the past few months.

For many years, probably many more than a hundred, the Canadian trade bought its supplies of Brandram's white lead in the Old Country. But with the rapid increase of the demand on this side of the Atlantic, a manufactory here became an insistent need, and this was secured by the organizing of the firm of Brandram-Henderson, Limited, a purely Canadian company, and the building of an immense lead corroding plant at Montreal, said to be one of the finest in the world.

WEEKLY PAINT MARKETS

(Continued from page 54.)

unaffected. Turpentine has advanced 10 cents per gallon this week.

Remarkable Advance in Turpentine.—Several theories are afloat regarding the rapid advances that have taken place in the price of turpentine. The reason for the advance of 10c per gallon is said to be the result of heavy export trade to European countries. Another reason given is that a shortage of supplies coming in to the Savannah markets has been noticeable. Still another dealer states that it is due to speculation by those engaged in the business in the Southern markets. Advances during the last two weeks, aggregating 16c per gallon, have been made, which places turpentine on the local markets at the high level of 80c per gallon. Ruling quotations are as follows:

1-barrel lots	80c	per Imp. gal.
2 to 4-barrel lots ...	79c	„ „ „
5-gallon lots	87c	„ „ „

Linseed Oil.—The situation in regard to linseed oil is unchanged. The demand has not improved during the week. The amount of flax seed coming in to the crushers is still very small. American crushers are purchasing large quantities of spot seed for their own markets, which has a slight tendency to keep the Canadian markets firm. Better weather for threshing purposes is now general in the West, and it is expected the situation will become easier as the seed is marketed. Present prices are as follows:

	Raw.	Boiled.
1 to 2 barrels	77c	80c per gal.
3 to 5 barrels	76c	79c „ „
6 to 9 barrels	74c	77c „ „

10 barrels and over open.

Gasoline.—The price of gasoline is holding firm, and it is expected that further advances will take place at an early date. The late open season still calls for gasoline in the same quantities as were sold during the summer, as the automobiles and trucks are not being laid off quite as early as in some years. Prices are shown in the current quotations.

Benzine.—The price of benzine has been adjusted and placed at 21½c per gallon in barrels. This now makes the price of benzine ½c per gallon lower than gasoline in barrels.

Putty.—The demand for putty, like glass, is very small. It is not expected that the business will revive until building operations are on a better footing. Prices are as follows:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums.....	2.70
Bulk, in 25-lb. drums.....	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

Glass.—The movement in glass is said by local houses to be only fair. Most of the demands at present are from the country districts. City trade is quiet. Prices are firm, and are being maintained generally.

White Lead.—Since the reduction in the price of lead the movement has improved. Local jobbers state that low stocks were very prevalent before the reductions, if the present shipments can be taken as a barometer. The present price is $9.60 per 100 lbs. base in ton lots, with 30c per 100 lbs. added for less than ton lots.

TALKS OF A SELF-MADE MERCHANT TO HIS CLERKS

(Continued from page 31.)

buted, and our farmer friends will probably tell us in a few days about the bargains offered in the mail order catalogue. These mail order people are pretty clever merchandisers. They do not try to beat the public. They are competitors of ours and we will have to compete with them and give them a run for their money. They offer a few leaders, of course, but most of their prices are just as high, if not higher, than ours. We will get a copy of their catalogue without delay, and each man can take it home for a night and examine the contents. We can then discuss it at next week's conference.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Oval

APPLE

Picking

BASKETS

½ Bushel and ¾ Bushel

Prompt Shipments.

ORDER NOW.

Walter Woods & Co.
Hamilton - Winnipeg

THIS can bearing the label of Berry Brothers always inspires confidence in the varnish buyer. No "quality" arguments are needed in selling these goods.

Berry Brothers' products have long since been recognized as staples of the painters' supply trade, and no varnish stock is complete without them.

Among the most saleable made-in-Canada Varnish Specialties, are

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

This is mar proof, withstands hard wear and makes a handsome, smooth lustre that is easily kept in perfect order with a floor mop.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

It produces a rich, permanent, snow-white finish in either dull or gloss effects that will not crack or chip. It is sanitary, durable and washable.

Write for our price list and attractive dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 28.—The new paint quotations for which the trade has been waiting for weeks, have been announced, and the basis for the fall selling campaign for spring business has thus been established. The feature is a reduction of 10c a gallon on the following lines of ready-mixed: House paints, excepting whites; outside porch paints; flat wall paints.

On inside floor paints, barn paints, roof paints, cement paints and other miscellaneous lines the former quotations will prevail. As between colors—excepting whites—no distinction is made and the spread formerly established on reds and greens and some other shades will continue.

The reductions are probably not so material as the trade had been led to expect. However, attention must be paid to recent developments. The new quotations on zinc to the manufacturers by the producers have indicated little if any relief from the present high basis so far as future supplies are concerned; linseed oil continues to advance; turpentine is jumping rapidly and colors are generally stiff. These factors have largely, if not entirely, offset the reductions which have been made in lead and this is indicated in the firmness of whites.

In fact, a bird's-eye-view of the whole paint situation leads to the conclusion, borne out by statements from manufacturers and other authorities, that on the present basis of raw materials a reduction is not warranted. It has been made evidently rather because the trade had been led to expect it and because there has been a small demand recently and there are no doubt considerable stocks on hand.

With the air thus cleared it is expected that the fall selling campaign now commencing will go with a swing. Retailers have been holding off in their purchases awaiting the new quotations and although the reductions may not be as material as had been hoped for, the outlook from the present market standpoint is that no further cuts are to be expected unless prices for raw materials decline. On the other hand, with a fair demand cleaning up stocks on hand and with the present quotations for oil and turpentine continuing in addition to the high basis of zinc, there is no assurance that the new prices will last and a reversion to the recent figures is not to be unexpected.

Linseed Oil.—The upward tendency in the linseed oil market continues and further advances from 2c to 4c on both raw and boiled are noted. At the same time the spread between quotations has again generally disappeared and both manufacturers and jobbers appear to be on a basis with the present flax market. Some slight shading of prices is reported by jobbers with stocks on hand who are desirous of encouraging demand, but the following figures are generally firm:

	Raw	Boiled
1 to 2 barrels	72c	75c
3 to 5 barrels	71c	74c
6 to 9 barrels	70c	73c

Turpentine.—The turpentine market has been a sensational feature of the week. Higher prices have been predicted as the result of the firmer tendency which had been noted for some time, but such jumps as have taken place were hardly to be expected. Evidently prices have been kept low as long as possible, and the advance has followed with a rush. The result has been that the situation is very much unsettled and there is a big spread in the quotations as between different jobbers. As low as 70c is heard, but this cannot be regarded as indicating the situation in any way, because refiners' prices are at least that high. Above this 72c, 80c and 82c are three quotations which have been heard and the higher figures may be taken as the better indication of the market, with the probability that the lower prices will be moved to that level. The tendency of those with stocks on hand to take small profits to encourage demand is evident in certain quarters as indicated in this wide range in prices.

Zinc.—The zinc situation remains firm. Definite particulars are not available as to the basis for future supplies to manufacturers announced by the zinc producers, but it is stated that zincs are going to be very costly and this may be taken as an important factor in the report that at present a reduction in the prices of ready-mixed paints was not warranted. The fact, too, that whites are not affected by the cut is further evidence of the zinc prices.

White Lead.—There is little change in the white lead situation, the market remaining steady and firm with a fair demand. There is no indication of an immediate change in the quotation of $9.45 for ton lots with 30c added for smaller quantities.

Gasoline and Benzine.—A still further advance of 1c the gallon on gasoline and benzine has gone into effect. The former is now quoted at 20½c for drums and 20c for tank wagon, while the latter is 19½c for drums and 19c tank wagon. The movement is fair to outside points. Oil quotations are unchanged; demand fair.

Glass and Putty.—The volume of orders for putty is rather better than manufacturers had been anticipating in view of the slack building season with the result that there is some difficulty in filling demands promptly. This, however, is rather a welcome state of affairs after some months of dullness. The demand is evidently due to fall requirements in repair work and with it there is a very fair movement of window glass. Still, at best the consumption in both lines is considerably below the normal.

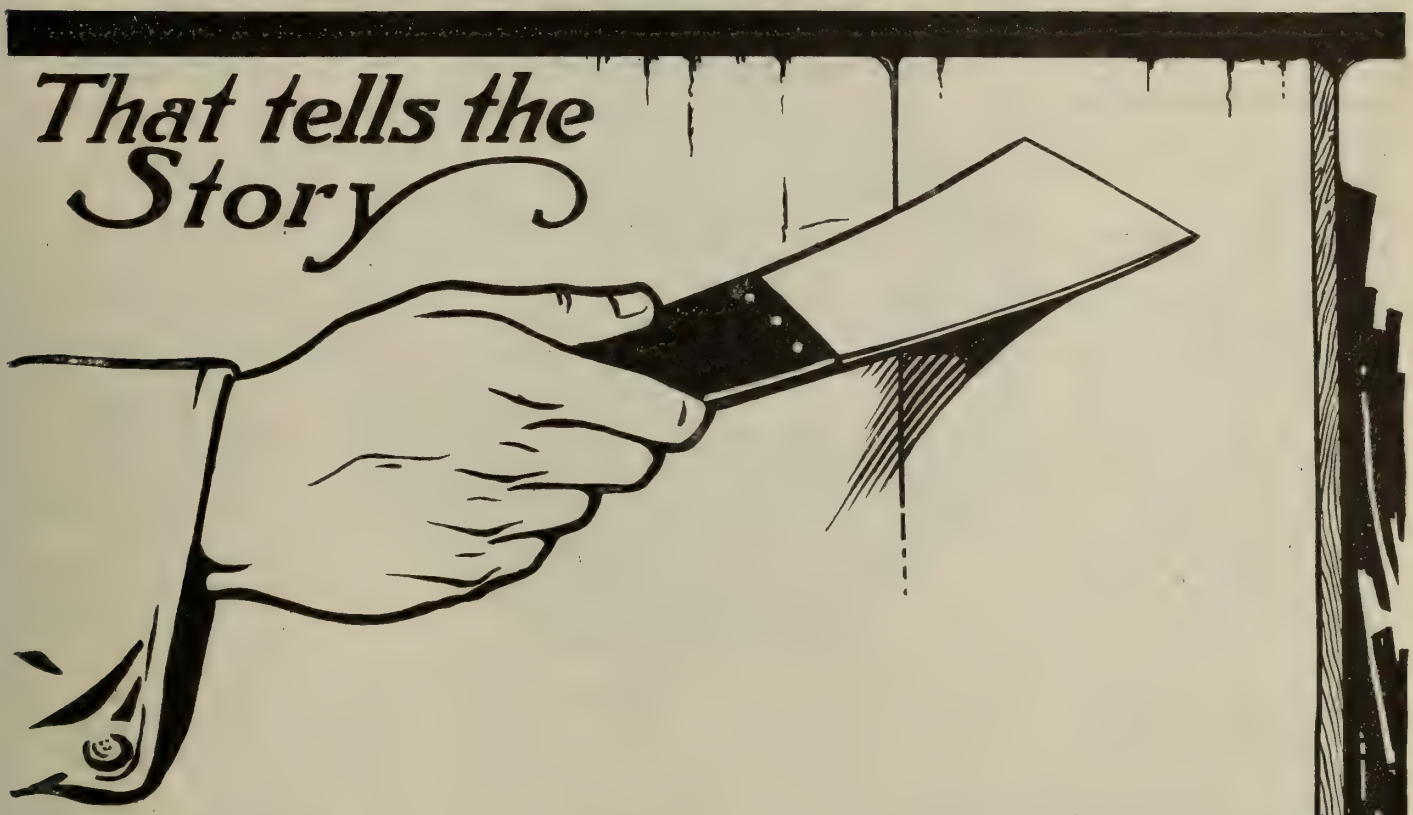
Lamp Black.—After a general withdrawal of prices on lamp black on the part of manufacturers, new quotations with material advances have been given. The rise is due to the sharp increase in the cost of coal tar products used as raw material; in fact, there appears to be a question as to whether sufficient supplies can be secured to meet demands. Advances by jobbers are, therefore, in order.

TORONTO

TORONTO, Oct. 28.—The much-awaited reduction in the price of ready-mixed paints has gone into effect this week. Although the reduction is not as great as was expected in some quarters, it is claimed by manufacturers that owing to recent developments in the price of raw materials, a decline in price is not warranted at the present time. It is well known that retailers' stocks are low, and many retailers have only been buying from hand-to-mouth, in anticipation of a decline in price. It is hoped, therefore, that the lower prices now in effect will create a better feeling and cause a more active buying movement. The lines affected are house colors, outside porch paint, and flat wall colors, all of which are reduced 10 cents per gallon, with the exception of whites. Other lines are

(Continued on page 52.)

NOT "ON," BUT "IN"



Brandram's B.B. White Lead

is protective and durable, because when mixed with the right proportion of Linseed Oil, it penetrates the pores of the wood, holding on with thousands of tiny tentacles.

Instead of resting *on* the surface, it incorporates itself *with* it.

This characteristic is only true of WHITE LEAD when it is properly corroded and properly ground.

This property has made

Brandram's B.B. Genuine White Lead

the standard of the world.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90%, pure, lb........55-60
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40. 10, 5% from list. Remington UM.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only; Chilled, $1.25, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car. 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit. doz. ... 12 50
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz. net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal..	....	0 21½
Drums, gal.	0 19½	....

BOLTS AND NUTS

Carriage Bolts ($1), list, ¾ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ¾ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80. 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded....$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 6 50
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00
Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.
Hands, delivery and creamery cans, 33 1-3 p.c.
Cream cans, 33 1-3 and 10 p.c.; with dome top, 15c extra. Retinned, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.
Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz..... 2 70
2 gal. jacketed, per doz..... 3 60
3 gal. jacketed, per doz..... 4 20
5 gal. jacketed, per doz..... 4 80
10 gal. jacketed, per doz..... 8 40

CEMENT AND FIREBRICK

Less than carload lots.... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per do., lb. 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's. 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	30 50	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31 25	29 50
Copper sheet, tinned 14x60, 14 oz.	34 75	....
Copper sheet, planished, 14x60 base.	41 25	31 50
Braziers' in sheets, 6x4 base	30 50	29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $4.00; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.00

CANADA PLATES. Montreal

	Assoc.	Ind.
Ordinary, 52 sheets.	3 25	3 15
All bright, 52 sheets	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box
IC, 14x20 base $8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

The paint that's a rapid mover

A Moore stock is not a dust gatherer, because it's always on the move—the price makes first sales easy and the quality ensures repeat orders.

Moore's House Colors are easily applied and they cover much surface, look well and are very durable.

Drop a line for proposition—it's a dandy.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz.	8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60-10
Delta Files	62½
Nicholson	60-10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60: flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Drums	0 20½
Tank wagon	0 20

Toronto.

Any quantity, in bbls.	22
Drums, 40-gal., per gal.	20
Tank wagon	19½

GLUE

Dreadnought, 13½c lb.

GRINDSTONES. Per 100 lbs

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in.	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over	0 06½
Napping, up to 2 lbs.	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

[illegible]ry cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.		$7 50
R. W. No. 117 P.D. Hanger full set		2 75
R. W. No. 321, per doz. pr.		14 40
Stearns wood track. Special.		
Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.	$1 14	$0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 55
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 51	4 14
14 in., doz. prs.	5 40	4 54
Light.		
3 in., doz. prs.	0 30	0 30
4 in., doz. prs.	0 36	0 53
5 in., doz. prs.	0 42	0 39
6 in., doz. prs.	0 51	0 45
8 in., doz. prs.	0 75	0 54
10 in., doz. prs.	0 75	0 54
10 in., doz. prs.	1 05	0 72
12 in., doz. prs.	1 80	1 35
14 in., doz. prs.	....	1 65

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 25
Over 20 in., per 100 lbs.	4 50
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5% for full reels 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 20	2 25
Refined iron, per 100 lbs.	2 45	2 65
Horseshoe iron, per 100 lbs.	2 45	2 55
Norway iron	4 75	4 50
Mild steel	2 35	2 25
Sleigh shoe steel	2 40	2 35
Domestic	2 30	2 25
Reeled machinery steel	2 75	3 25
Tire steel	2 45	2 45
Toe calk steel	2 95	3 25
Mining cast steel, per lb.	0 07¾	0 08½
High speed steel, per lb.	1 50	1 50
Cammell Laird, lb.	....	0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 35%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30, 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$ 2 80	44 ft.	$ 8 36
24 ft.	3 36	48 ft.	11 52
28 ft.	3 92	52 ft.	12 48
32 ft.	5 12	56 ft.	16 24
36 ft.	5 76	60 ft.	17 40
40 ft.	7 60		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 19
23-gauge, galv. metal lath	0 21

LEAD

	Montreal	Toronto
[illegible]ail, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft.	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A	"	4 25
B.T. Bonnie, style B	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2	"	6 00
B.T. Vollmar, No. 3	"	6 50

Are Your Paint Customers in the Habit of Coming Back For More?

If not, there's something wrong with your Line.

The merchant who secures the exclusive agency in his town or community for Martin-Senour Paints and Varnishes will increase his sales on all other lines of merchandise he handles from the prestige he will establish and from the increased number of customers who will be attracted to his store.

MARTIN-SENOUR
PAINTS AND VARNISHES
Made in Canada but Sold on Merit

If you are devoting a space in your store to Paints and Varnishes, why not give this space to the Martin-Senour Products, which are so well known for their unsurpassed quality and which are so well advertised that they are the easiest and most profitable to sell?

Not the least interesting feature of the Martin-Senour exclusive agency, is the extensive Advertising and Sales Promotion Campaign especially arranged to aid our Dealer Agents. It comprises effective ideas in interior and exterior display, mailing campaigns, follow-up systems. In fact, nothing left undone to boost your sales.

Our message of quality and value in Martin-Senour Products reaches nearly every possible user in Canada through the mediums of the largely circulated daily and weekly press, magazines, farm and religious journals, etc.

Mr. Dealer, just consider whether you would rather have this quality and service working *for* you or *against* you.

No better time than now to drop a line for our Proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.55 base; Montreal, $2.60 base; London, $2.55 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American).....	10 00
New hemp (English)......	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 25

OIL

Can. prime white petrol	0 13	0 13½
Royalite	0 13	0 14
Palacine	0 15½	0 16½
Castor Oil, per lb..	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll ...	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in. ...	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78
Lapweld		
2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths...	4 00
3 inch, in 10-ft. lengths...	4 85
4 inch, in 10-ft. lengths...	6 40
5 inch, in 10-ft. lengths...	8 75
6 inch, in 10-ft. lengths...	10 65

PITCH

Pine, black, per bbl.	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs. ..	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.

Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).....	$2 15
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Compo Certainteed, 1 ply...	1 40
Compo certainteed, 2 ply...	1 75
Compo certainteed, 3 ply...	2 10
Liquid roofing cement, per gal, in barrels	0 18
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance ...	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales.	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale ...	50 p.c.
Dominion Platform Scales.	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz

D Handle	$ 3 50
L Handle	3 50

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge ...	3 00	2 75	2 50
12 gauge ...	3 00	2 80	2 55
14 gauge ...	2 85	2 60	2 55
16 gauge ...	2 85	2 55	2 35
18-20 gauge..	2 85	2 60	2 50
22-24 gauge..	2 85	2 70	2 55
26 gauge ...	2 95	2 75	2 60
28 gauge ...	3 00	2 80	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 35
22-24	5 45	5 30	5 45
26	5 70	5 45	5 70
28	5 95	5 75	5 95

Premier—14 gauge, $3.90; 16 gauge, $4.00; 18 to 20 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U.S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25. F.O.B. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 25
26 gauge	4 95	4 40
28 gauge	5 45	4 60
10¾ ozs.	5 65	4 80

Add 25c for less than case lots.

A farmer might as well whitewash his barn as put on the ordinary run of cheap barn paint

If the barn paint you are selling is not capable of standing up for six or eight years—it is no wonder your sales are not greater. You must sell a better paint if you wish to sell more.

The one outstanding high-grade barn paint on the market to-day is

HOMESTEAD Liquid RED

The Canada Paint Co. are able to put out this superior Barn paint at a reasonable price, because as crushers of linseed oil we effect a saving in the cost of this ingredient, and have absolute control of its purity and quality. As miners and manufacturers of oxides, owning and operating the largest and purest deposit of oxide ore (95% pure) on the continent, we have unlimited supplies of this perfect paint base to draw upon, at a cost no other manufacturer can possibly duplicate.

Put the facts to your customers who want to preserve their farm buildings at the lowest cost to themselves. A few cents a gallon amounts to a negligible amount on a job, but it means all the difference between a bright, handsome barn that will remain in its present condition for six or eight years, as against a barn that will, in two or three years, have the cheaper paint washed away—leaving no protection to the weather whatever.

In every locality there are a number of farmers—not just one or two—who will act upon your argument and advice regarding Homestead Red; that means possible sales of fifty gallons to three or more times that amount of Homestead Red for you, so whatever else you may be interested in, discuss the Homestead Red Proposition with our Representative when he calls—our special selling proposition will appeal to you, both as practical and profitable.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES — CP TRADE MARK — STAINS-ENAMELS LINSEED OILS

That SAW is a good seller

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS
Harness, 25 per cent.

SNOW SHOVELS
Invictus, 30 p.c.; Diamond, ..½ p.c.

SOLDER Montreal Toronto
See weekly report.

SOLDERING IRONS
Base, per lb., 33 cents.

SOLDER, WIPING
Acme 0 20
Commercial 0 21
Easy 0 20½
Star Extra 0 23
Strictly standard wiping. 0 23½

SPELTER
See weekly report.

STAPLES

	Per cwt. Montreal	Toronto
Fence staples, galv., in kegs	2 00	3 85
Fence staples, galv., 25-lb. boxes......	4 10	4 10
Fence staples, bright, in kegs...	3 00	3 00
Fence staples, bright, in 25-lb. bexes	3 25	3 10
Poultry netting staples, 10-lb. boxes		5 65
Poultry netting staples, 25-lb. boxes		5 10
Poultry netting staples, 100-lb. boxes..........		4 85
Solid, 3 to 30 lbs., per cwt..		1 60

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2 00 16 ft., each 4.80
10 ft., each 2 50 18 ft., each 5.40
12 ft., each 3 00 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 23½
3-ply	0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 00	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. .... 1? 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE Copper wire, 40 p.c.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire. No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $2.85; No. 4, $2.85; No. 15, $2.95.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE)

	Per cwt. Toronto	Montreal
Barb	3 45	3 47½
No. 9, coil spring..	3 45	3 10
No. 9, plain galv...	3 15	3 05
No. 12, plain galv.	3 30	3 20
No. 13, plain galv.	345	3 30
O. & A., No. 10...	2 91	2 91
O. & A., No. 11...	2 97	2 97
O. & A., No. 12...	3 05	3 05

F.o.b. London; Base, $2.95; No. No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt.
No. 12	$ 3 20
No. 13	3 30
No. 13½	3 35
No. 14	3 45
No. 15	3 65

WRINGERS—Less 20 p.c.
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

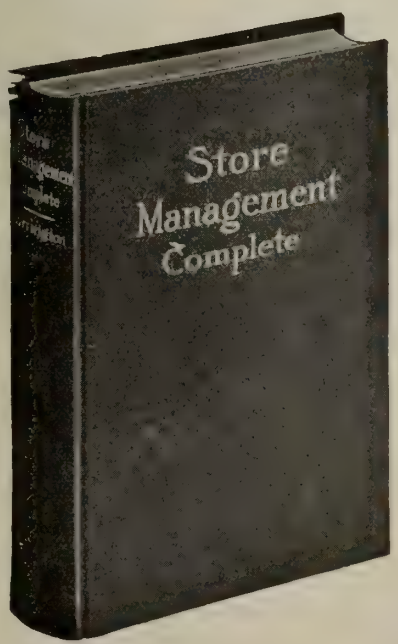
WRENCHES
Trimo, 65 per cent. off list.

WRINGERS, MOP
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 20½	0 19
Part cask	0 21	0 20

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue **TORONTO**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES.

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING.

Cement Coating	$2 55	2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure	0 21
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28

Ground glues, 112-lb. bags—

No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42¼ off list

GLAZERS' POINTS.
Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.
James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor	9 65	9 80
Elephant Genuine	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect	9 65	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF
(In Paste.)

lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs	9 ?3
600 lb. casks, per 100 lbs	9 90

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 30
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	2 05
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 30

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.
Montreal Toronto
See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish	2 80
Creo-lac	0 85

VARNISHES
Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
"Dreadnought" paint and varnish remover	2 75
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13½

WASTE, WHITE WIPING.

XXX Extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 09
X Press	0 08¼

WASTE, COLORED WIPING.

Fancy	0 08¼
Lion	0 07½
Standard	0 06¾
Popular	0 06
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Rounk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

ARE YOU GETTING THE MOST OUT OF YOUR BUSINESS—

Are you supplying your local elevator—blacksmith—machinist—contractor, with all the iron or steel bars, beams, plates, bolts, nuts, etc., which they require ?

Are you getting all their orders for standard and miscellaneous steel and iron of all kinds ?

IF NOT, YOU'RE LOSING MONEY—

because we will gladly pay you a commission on all orders you send in to us. Besides the above we will pay for orders for new equipment or repair work. You simply get the order and send it to us, our expert engineers and machinists will do the rest.

Write for Full Information and Monthly Stock List.

MANITOBA BRIDGE & IRON WORKS, LIMITED
WINNIPEG

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05: ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25, 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set, ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A. per case 8 doz., $4; per doz., 60c; B. per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $9.90, $10.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c, gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 04

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80. 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.05 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.15; 10, $3.21; 11, $3.17; 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

CLASSIFIED LIST OF ADVERTISEMENTS

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Cranes, Overhead Traveling.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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B. J. Coghlin, Montreal.

Culverts.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
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E. T. Wright Co., Ltd., Hamilton.

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Miller, Morse Hdwe. Co., Winnipeg.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutting Pliers.
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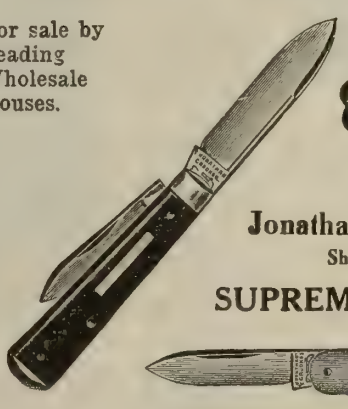

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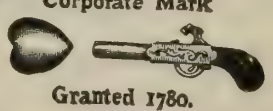

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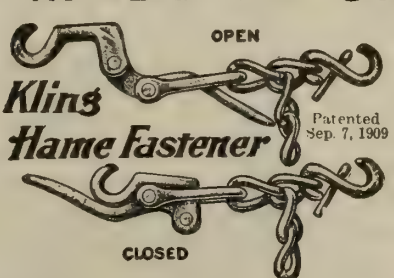

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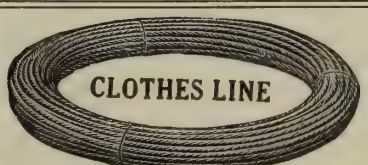

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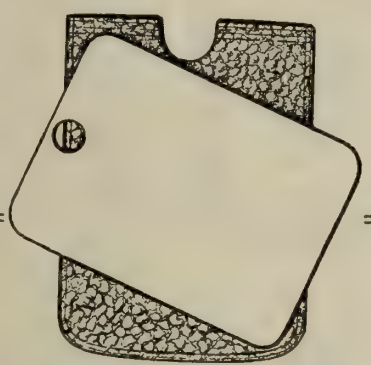

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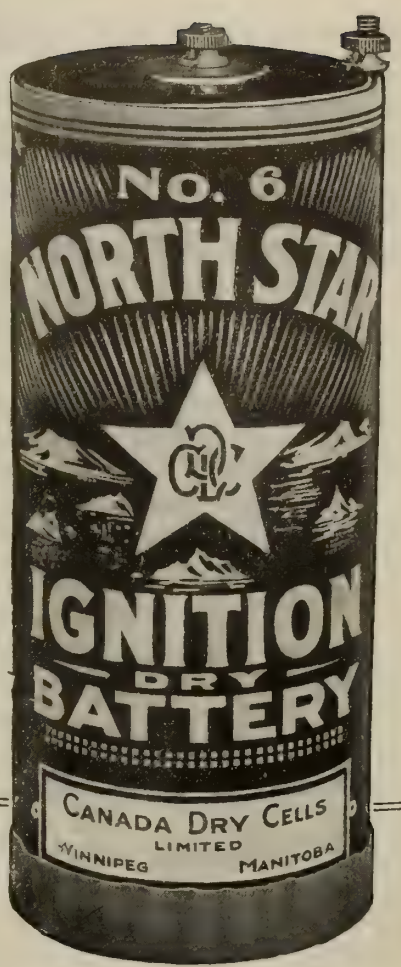

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Skis.
Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

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Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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B Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd. Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
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Kir-Ben, Ltd., Almonte.

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Burrow, Stewart & Milne Co., Hamilton.

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Collins Mfg. Co., Toronto.

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Smith & Hemenway Co., New York.
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Tubing, Rubber.
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Ontario Lantern & Lamp Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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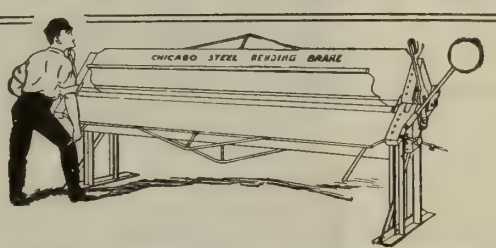

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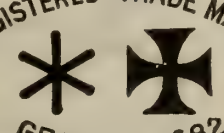

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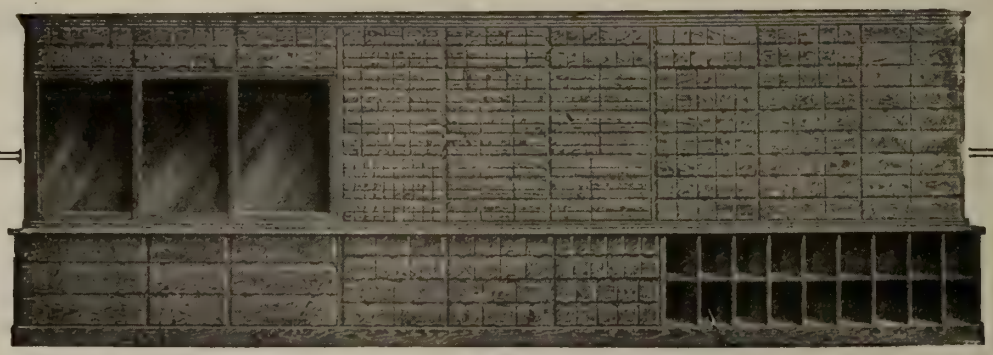

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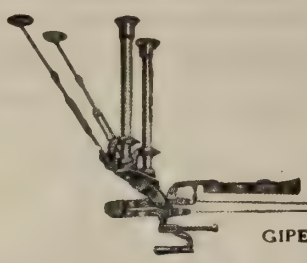

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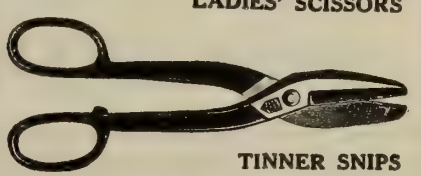

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ROSS RIFLE COMPANY - QUEBEC

CROSS CUT SAWS

We are making, at Hamilton, the most profitable line of Cross Cut Saws and Saws for all purposes that you can buy. Their quality insures a fair profit. That's the secret of our success and popularity. We have a book that describes all patterns. Write and ask for catalog "H M." Let us line you out on cost and resale prices and other details. We have a mighty interesting proposition for you.

ATKINS

Makers of Sterling Saws. Made in Canada.

E. C. ATKINS & CO.

Factory, HAMILTON, ONT. **Branch, 109 Powell St., VANCOUVER, B.C.**

"HOYT FROST KING"

The Big Selling BABBITT

The Seed for Big Growth in Babbitt Turn-over

It is much sought after by babbitt users because it stands up to heavy duty in a way uncommon to babbitt metals.

Try it and you'll always boost it.

ANNUAL SALES OVER $5,000,000.

Hoyt Metal Company, Toronto, Ontario

FACTORY AND OFFICE:—Eastern Avenue and Lewis Street

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

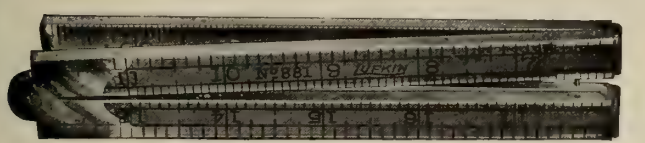
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

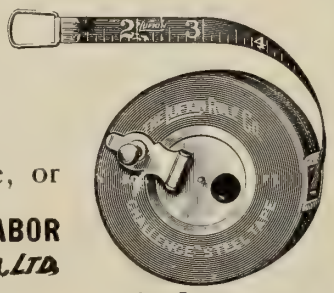
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS.

Talk Number Twenty-Two

Would you believe it, that there's jobbers right here in Canada who admit that PREMIER galvanized sheets are as fine as can be, and who still persist in buying all their sheets "Made in America" instead of buying a part of them "Made in Canada"? Ask us about your jobber. You can do your part to help build up a Canadian industry.

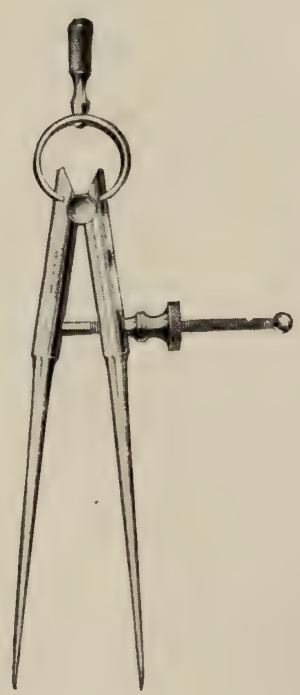
TINKER TOM.

Look for Talk No. 23 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

67-S

When This Man Buys Instruments or Tools



he goes to the leading dealer and buys tools that he knows to be standard in accuracy and quality.

Engineers, technical men, expert machinists take great pains in the selection of their instruments and tools.

The dealer who has Starrett tools establishes a high standing with buyers of this class.

Starrett Tools

among technical men are known to stand for accuracy, efficiency and fine workmanship.

We deal direct with the retail hardware trade.

Send for free catalog No. 20-MA showing the complete line and secure our prices and terms.

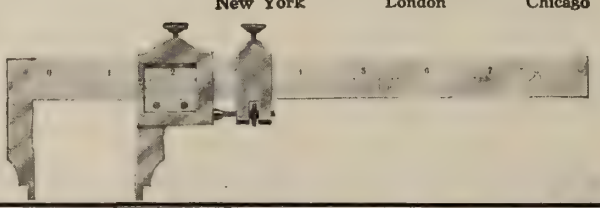
THE L. S. STARRETT COMPANY

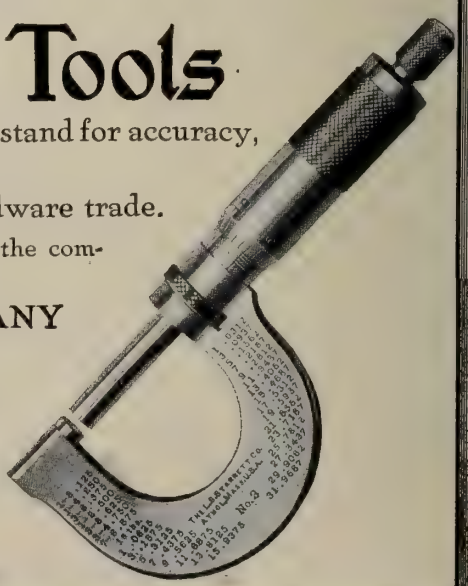
"The World's Greatest Tool Makers"

ATHOL, MASS.

New York London Chicago

BY INVITATION MEMBER OF





HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 November 6
No. 45 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

MARTIN-SENOUR SPIC AND SPAN FINISHES

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The Paints and Varnishes that fortify you against complaints and make a Big Advance in your turnover.

MARTIN-SENOUR
PAINTS AND VARNISHES
(MADE IN CANADA BUT SOLD ON MERIT)

The exclusive Agency for this line is a most valuable asset to any merchant's business. Martin-Senour Paints and Varnishes are now so well known for their unsurpassed quality and from the fact that they are so extensively advertised, that more and more people are attracted to the store where they are handled, and consequently they are the easiest and most profitable to sell.

During a year when many manufacturers have curtailed their advertising, sales help and co-operation to such an extent as to almost handicap the dealer, it has been quite noticeable that Martin-Senour Paints and Varnishes were more strongly advertised than ever before. A message of quality and service was circulated through the largest list of Newspapers, Magazines, Farm and Religious Journals ever used by a Paint Firm in Canada. Nearly every Paint user read this message, and Martin-Senour Dealer Agents reaped the benefit.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of Interior and Exterior Displays, Mailing Campaigns, Follow-Up Systems, and direct help of Salesmen.

This policy will not be curtailed. It will be continued and strengthened.

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MARTIN-SENOUR SPIC AND SPAN FINISHES

STANLEY'S GARAGE HARDWARE

Complete "Trim" for the Garage Door—Hinges, Stays, Hasps, Handles, Bolts

You will get your share of the Garage "Trim" business if you go after it with Stanley Hardware. When you meet special cases requiring particular attention, write to Hinge Headquarters and we shall take pleasure in giving you the benefit of our sixty-three years' experience.

Stanley Products have received the Highest Award, Medal of Honor, at the Panama-Pacific Exposition.

Our First Medal was received in 1855.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT

NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representatives:

A. MACFARLANE & CO., CORISTINE BLDG., MONTREAL

Have You Seen the New Champion Jewel UNION SCALE?

¶ **NOTICE THE HEAVY RIM ON THE BOTTOM OF THE SCOOP.**

¶ This new scoop will stand on the counter, or the floor, **without tipping or spilling the contents.**

¶ **FILLS A LONG-FELT WANT.**

¶ **The most convenient type of scale for Hardware Dealers' use.**

¶ Scoop capacity—½ oz. to 30 lbs.
Platform capacity—¼ lb. to 240 lbs.
Size of platform—10 x 13½ inches.

¶ Chilled Steel Pivots and Bearings, Heavy Levers and Frame.

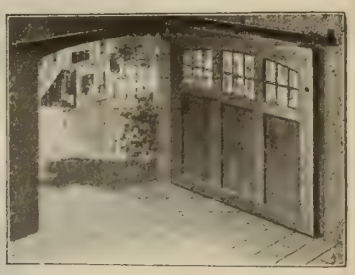
¶ One of the most popular and most generally useful scales ever made.

Ask your Jobber for the No. 9 Champion, with new style scoop, and take no substitute.

Made in Canada by

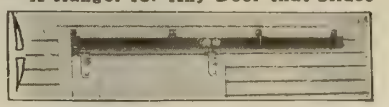
The Burrow, Stewart & Milne Company, Limited

Hamilton Toronto Montreal Winnipeg



"A Hanger for Any Door that Slides"

Parallel Doors for Garage, Drive, Barn or Warehouse.



Champion Trolley for Barn Doors.

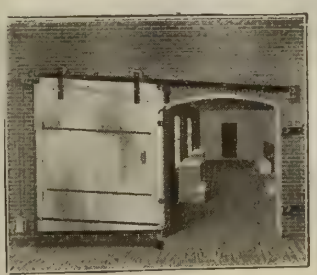
Angle Door Hangers for Garage or Barn

ARE YOU A MEMBER OF THE "R-W" FAMILY?
It's growing fast!

Fire Door Hardware. All Kinds.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Folding Door Hangers for Schools



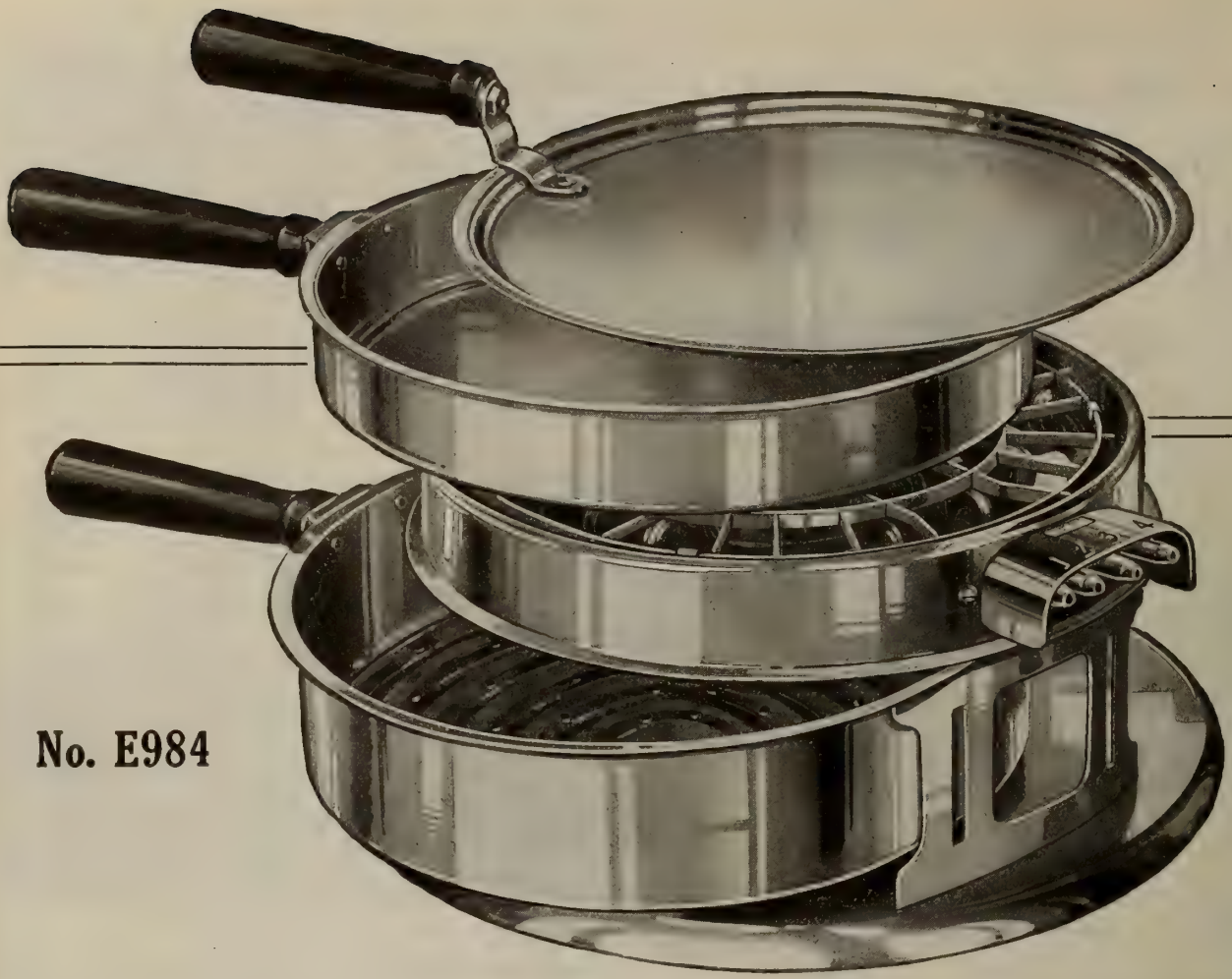
"P. & W. Co." SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.



No. E984

UNIVERSAL
Four Heat Electric Grill

FAST	CONCENTRATED	MEDIUM	SLOW
560 WATTS	310 WATTS	250 WATTS	140 WATTS

Boils, broils, toasts, steams, fries and stews—fast or slow as desired, with no wasted heat, as only the actual amount of current required is consumed. This saving in current will pay the initial cost of the Grill in no time. For light housekeeping the UNIVERSAL Grill is a most important factor, for by its aid, and without other equipment, innumerable dishes are possible. It may also be used in conjunction with the various utensils found in the average kitchen — percolators, double boilers, small stew pans, etc., and when so used answers every purpose of a small gas or coal range without taking up the space required by either.

The UNIVERSAL Grill will cook an entire meal for two or three persons, right at the dining table if desired.

UNIVERSAL

For prices, etc., write to your Jobber, or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN ∴ ∴ CONNECTICUT

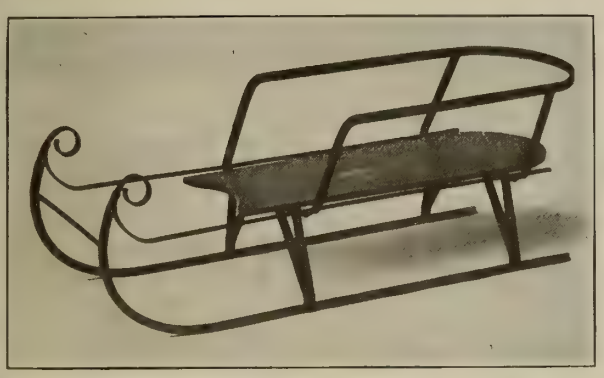
SOME HIGH-GRADE

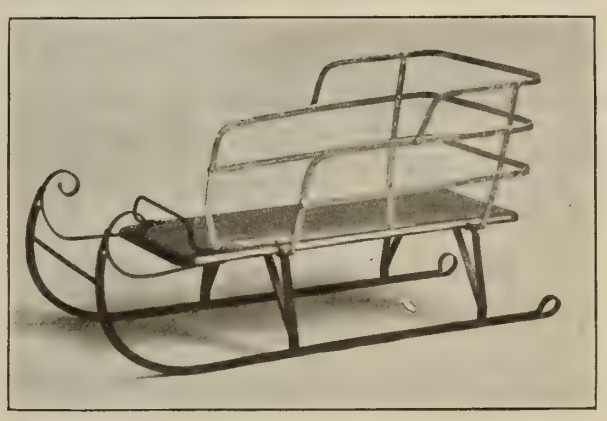
STANDARD SLEDS

THAT OUGHT TO BE IN YOUR STOCK

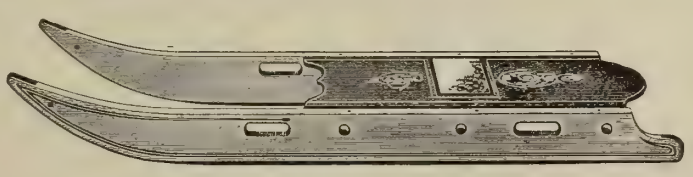
Make out your List
TO-DAY
and let us quote

See our Salesmen
or
write us for prices
NOW





SEND IN
YOUR ORDERS
NOW



We are
Quick Shippers

Lewis Bros., Limited, Montreal

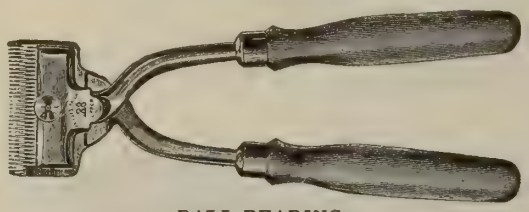
P.O. Box 1450

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

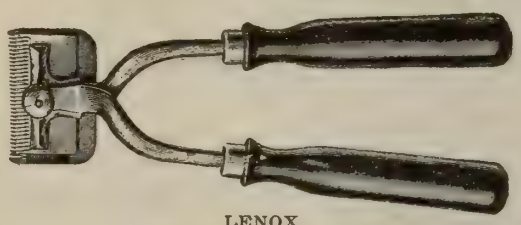
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



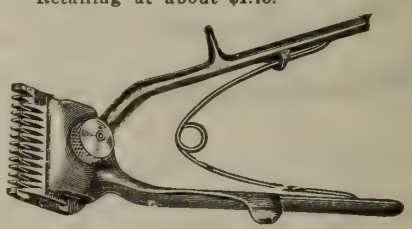
BALL BEARING
Retailing at about $2.50.

NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Don't Forget that Christmas

Is a Good Time to Sell BISSELL'S Sweepers

Useful gifts are the fashion now — people have apparently grown tired of the former annual exchange of useless "junk," as each succeeding Christmas time proves. Therefore a Christmas display of BISSELL'S Carpet Sweepers and *Vacuum* Sweepers is a splendid sales maker all during holiday time — *before* the 25th of December to remind those seeking really acceptable gifts that here is one that will be a source of comfort every day for ten years or more; *after* Christmas day is over to suggest a most useful and desirable article in which to invest that Christmas check.

The popularity of the annual BISSELL'S Christmas offer is convincing testimony that such intensive sales work pays. All our dealers look forward to it, year after year.

As to profits, you know BISSELL'S sales methods — a world-wide business based on manufacturing supremacy; advertising in every national publication of importance; the retail price always stated to protect the dealer's legitimate profit.

Remember, the special Christmas offer includes a *free* BISSELL'S sweeper, presented on terms that are extremely advantageous. They involve a nominal amount of local co-operation that always results in the selling barometer indicating a rise in consumer interest and profits.

Write To-day

and we will send you full explanation of this annual holiday event. Address

Bissell Carpet Sweeper Co. Largest Exclusive Mfrs. of Carpet Sweeping Devices in the World **Grand Rapids, Mich.**

Made in Canada, too — New York (25 Warren Street) — Paris — Agencies Everywhere

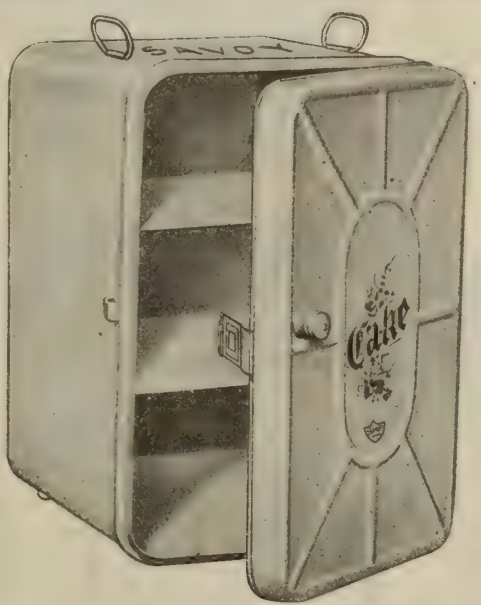
(250)

SAVOY BREAD BOXES

No. 5—Size, inches 13 x 9½ x 7
No. 15—Size, inches 13 x 9½ x 10¼
No. 25—Size, inches 15½ x 10½ x 12
No. 35—Size, inches 18 x 12¼ x 13¾
Round Corners — Seamless Covers.
Two Finishes—White Enamel and Pearl Grey.

SAVOY CAKE BOXES

No. 350—Size, inches 18 x 12¼ x 13¾
Round Corners — Seamless Covers.
Trays — Round Cornered — 6 inches deep.
Two Finishes—White Enamel and Pearl Grey.



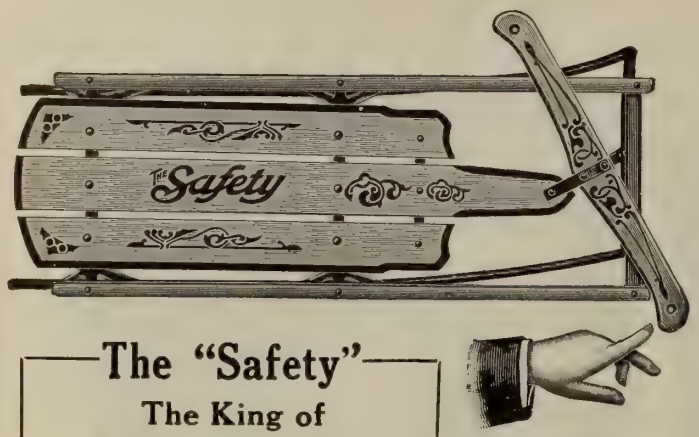
SAVOY CAKE CLOSETS

No. 3500—Size, inches 12¼x13¾x18⅜
Round Corners — Seamless Doors.
Shelves — 22 gauge tinned iron.
Two Finishes—White Enamel and Pearl Grey.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



A Quick Sales Producer

The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

The sled bench (patented) is a solid stamping of WROUGHT STEEL, being lighter, neater and stronger than ANY OTHER method of construction.

The top (patented) DOES NOT MOVE, thereby enabling the operator to guide the sled much easier without danger of pinching the fingers as is common with OTHER flexible sleds.

The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

Packed two in a bundle. No shipment made of less than 1/6 of a dozen. The best assortment to buy in dozen lots is:—

1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

The "Safety"

The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

MADE IN 6 SIZES
1915 Price List

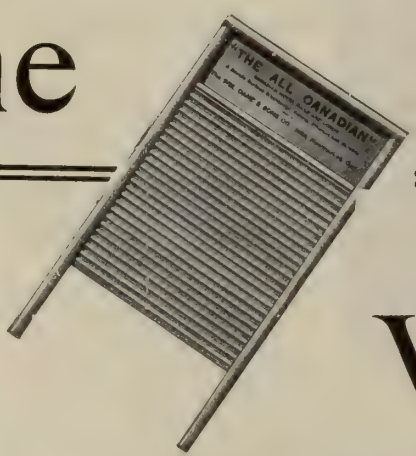
Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

Canadian-Warren Axe & Tool Co., Limited

St. Catharines, Ontario

The All-Canadian



ALL-WOODEN Wash Boards

The new all-wooden board is the result of the great scarcity and high price of zinc and aluminum.

IT'S AS GOOD A BOARD, MORE SERVICEABLE, COSTS LESS AND GIVES THE RETAILER A BETTER PROFIT.

It is All-Canadian because it is made of the finest *CANADIAN-GROWN WOOD*, put together with CANADIAN-MADE NAILS and by CANADIAN WORKMEN.

The rubbing surface is made of the finest grained hardwood—it is very durable.

THE PRICE (20c) *makes washboards sales easy.*

THE QUALITY ensures satisfaction.

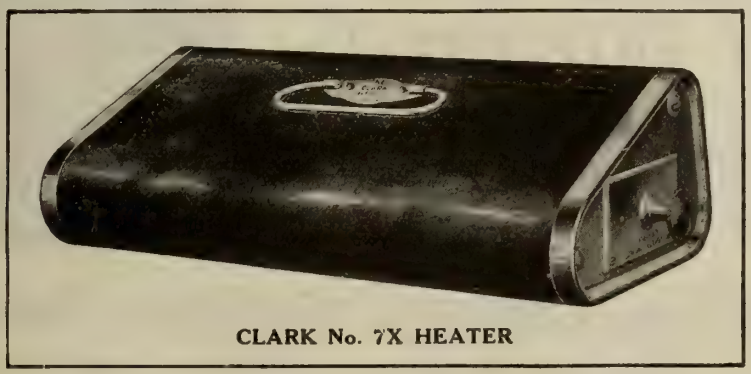
Standard zinc, glass and enamel wash boards always on hand for prompt delivery until notice to the contrary.

Order to-day.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board, NEWMARKET, ONTARIO

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

For use in automobile, wagon, sleigh or carriage in cold weather.

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

These heaters are made in 20 styles and sizes, ranging in price from $1.00 to $10.00 — something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

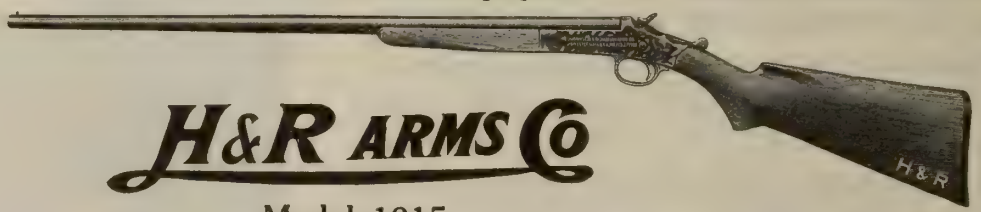
The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

THE STEEL COMPANY OF CANADA LIMITED

THE STEEL COMPANY OF CANADA LIMITED

WIRE NAILS

HAY BALING WIRE

In coils or cut lengths

Single Loop Hay Bale Ties

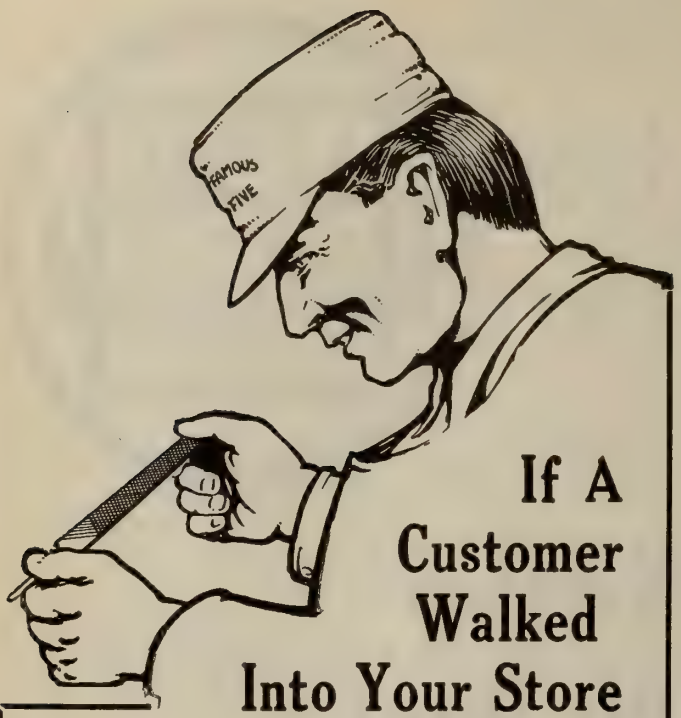
PLAIN OR OILED

We are prepared to fill all rush orders of standard sizes from our stock and can make up specials quickly.

Wire,
Wrought Pipe,
Staples, Tacks, Shot,
Wood and Machine Screws, Rods,
Bolts and Nuts, Rivets and Burrs,
"Tiger" White Lead, "Invincible" Fencing,
Carriage Top Material, Channels, Angles,
Pole Line Hardware, Plow Beams,
Boot Calks, Bright Wire Goods,
Corrugated Fasteners,
Putty.

Sales Offices:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VICTORIA	**VANCOUVER**	**ST. JOHN, N. B.**	**HALIFAX**



If A Customer Walked Into Your Store

and asked for a file, what would you give him?

Any one of the following five will ensure his future custom:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

They are Canada's favorites—controlling 90 per cent. of the demand.

Millions are used yearly, and the demand is increasing. Due, in a large measure to our educative advertising campaign—teaching your customers the economy of discarding a file when it has reached its "inefficient" point.

Remind your customers that after a certain point in the life of a file, time is wasted in its use, and the work suffers.

We're helping you. It only remains for you to stock the files with the big demand.

Nicholson File Company

Port Hope **Ontario**

(JOBBERS EVERYWHERE)

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Send for Catalog No. 150

"Metallic" Building Materials

Conductor Pipe Crated Free!

In 1000-foot lots

All orders for Round or Corrugated Conductor Pipe of 1000 feet or more, straight or mixed sizes, securely crated free of charge.

Saves ⅓ of freight charges. Ensures safe arrival

Send Us Your Next Order

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

STAINLESS

TABLE I·XL CUTLERY

Manufactured by

GEO. WOSTENHOLM & SON

4618T 4618T

Stainless steel table cutlery requires no cleaning or rubbing. It positively does away with all bath brick and knife-cleaning boards.

Can be used on fruit or anything containing acids without fear of rust or terrible stains.

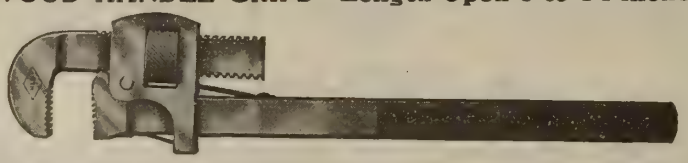
Has every feature desired in table cutlery. No rust or stains, will not become scratched or shabby, always holds its lustre. Can be sharpened on ordinary steel.

GET SAMPLES FROM YOUR JOBBER AT ONCE AND BE IN LINE

A. MACFARLANE & CO., Montreal, Canadian Representatives.

"W & B" Pipe Wrenches

WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



STEEL HANDLE GRIPS—Length Open 18 to 48 Inches

These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W. & B." Wrenches.

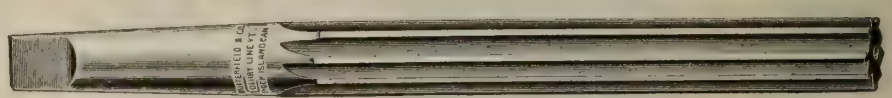
We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

ST. CATHARINES, ONT.

Butterfield



TAPS, DIES and REAMERS

Their cutting speed—their accuracy and their durability assure greater output with less tools, and work at the highest stage of perfection.

Once used they are always used.

Butterfield service is universally popular — it makes friends and steady customers for the hardware merchant—**it is a splendid business getter.**

A trial will convince you.

MADE IN CANADA BY

BUTTERFIELD & CO., Inc.

Rock Island, Que. **Derby Line, Vermont.**

This Book

Sells Tools for Christmas

REALIZING the need there is for useful Christmas Gifts, we have anticipated the demand by preparing an unusually attractive booklet of Christmas suggestions to be used in answering Christmas advertisements and furnished to dealers with their name on the cover.

Mr. Punch is known to several hundred thousand Canadian householders and he will appear in the magazines in December stronger than ever, to suggest tools as useful Christmas gifts. Mr. Punch appears in this booklet with a number of other useful household tools.

A special set of Christmas signs goes to every dealer with these booklets.

How many can you use?

Goodell-Pratt Company

Toolsmiths

Greenfield, Massachusetts U.S.A.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

The **Magnet** Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

WHEN THE CUSTOMER READS

DU PONT

On the Shell Box

NO ARGUMENTS ARE NEEDED TO INDUCE HIM TO BUY

BY experience, or observation of others using this dependable powder, your customer has acquired a preference for this widely known powder.

SIMPLIFY YOUR STOCK

by specifying DUPONT for Smokeless loads, and DU PONT RIFLE for Black Powder in shells or bulk. Do this and tie your store to our continual and effective promotion of trapshooting. Sell the customer DU PONT LOADS. Make a quick, safe and sure sale.

For Powder booklets, Trapshooting Club helps, hangers for display, advertising aids, or any information about powders for any requirements, write Dept. 429.

E. I. DU PONT DE NEMOURS & COMPANY

Powder Makers Since 1802

WILMINGTON, DELAWARE, U.S.A.

"COMFY"

Weather-Strip

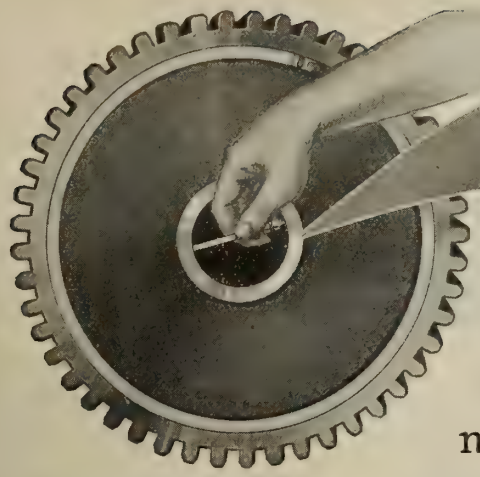
is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA



Fits

The best machinist is the one who can caliper his fits so accurately the jobs never come back for refitting.

The limits of tolerance are so small that the greatest accuracy is required.

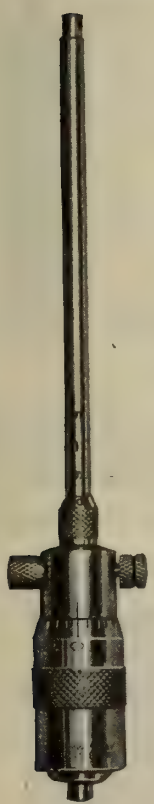
In forced fits 1-1000 of an inch is the limit allowed. This means the machinist must place great dependence upon his instruments.

Starrett Tools

and Instruments of Precision

are absolutely true and are designed for quick, easy adjustment.

For example—the Starrett quick adjusting micrometer can be instantly opened or closed to any point within its capacity. This saves time and combines speed with accuracy. Starrett Tools are well known as standard by all expert machinists and engineers.

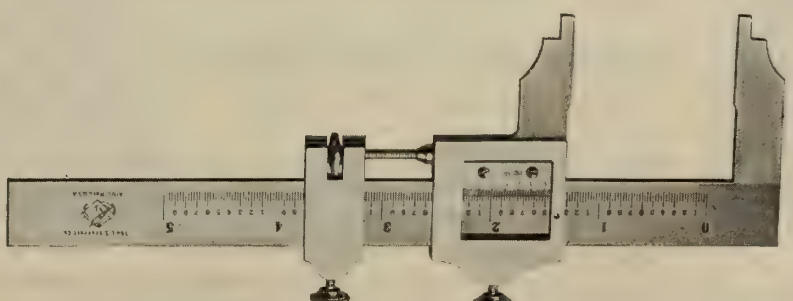


2100 styles and sizes—including micrometers, vernier calipers, dividers, combination squares, steel tapes, hack saws. We deal direct with hardware stores. Write for free catalog No. 20-MA terms and prices.

The L. S. STARRETT CO., Athol, Mass.

"The World's Greatest Tool Makers"

NEW YORK LONDON CHICAGO



Are you in a hurry? Then order from us.

Eavetrough, Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, etc., and **CORRUGATED IRON.**

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

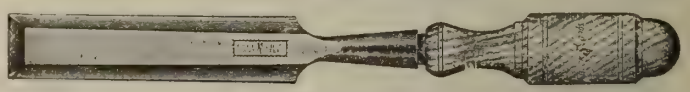
Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO



High Quality TOOLS

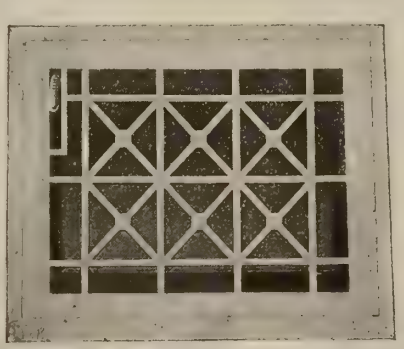
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



The "Quick Set"

Our Service is Acknowledged Superior in Every Detail.

Furnace Registers

AND

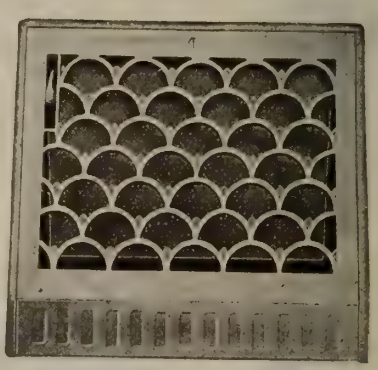
Ventilating Specialties

ALL STYLES, SIZES AND FINISHES

Tuttle & Bailey Mfg. Co.

of Canada, Limited

Bridgeburg, Ont. Branch—WINNIPEG



The "Semi-Scale"

DAVIDSON'S
PREMIER CHIEFTAIN

An exceptionally moderate-priced Cast Range, and the fact that it is a Premier is a positive assurance of its efficiency.

The merits of Premier Stoves and Ranges are well known. The Premier Chieftain is given the same careful workmanship as our Higher-Priced Ranges, and it does its work most efficiently.

It is a very attractive range, has just enough loose nickel to give it a smart appearance.

Just the range for the city trade and for the country, where a small range is required.

The moderate price puts it within reach of all.

The fire box is large and is fitted with duplex grates for coal or wood, and cast iron linings. The oven is large and roomy.

The top and centres are all ribbed.

Premier Chieftain
With Reservoir and High Shelf

Made square or with reservoir, and fitted with Tea Shelf, High Shelf, High Closet or our attractive Persian Closet. Two sizes.

Write for prices of The Premier Chieftain. You will be interested.

The Thos. Davidson Mfg. Company, Limited
Toronto Montreal Winnipeg

Do you want this Miss Fade-away?

She is *Yours!*

Life size and printed in ten colors, if you fill out the coupon on the margin.

¶ This picture appears on the back cover of the Nov. 6th issue of the Saturday Evening Post. It has been reproduced as an extraordinarily effective window display of Community Plate, and is

Easy to Put Up in Your Window

To connect your Store with our big advertising campaign, just take a few pins, fasten the picture to your curtain, and this attractive girl suddenly appears to come to life and seat herself in your window.

ONEIDA COMMUNITY
Limited
Oneida, N.Y.

Please send me free window display as offered in Hardware and Metal.

NAME .....

ADDRESS .....

NOTE—If you desire newspaper electros for local advertising, to increase the effectiveness of the display, please indicate here :

Send me single column electro, or, Send me double column electro

FILL OUT THE COUPON!

HIGHEST AWARD

GOLD MEDAL

At the Panama-Pacific Exposition

FRANCO
TRADE MARK

Flashlights

Are now universally recognized as supreme in quality and service.

Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen. Better flashlights *can not* be made.

The need for renewal batteries and bulbs always keeps customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights *now*. You'll find them quick sellers.

Christmas Tree Outfits

AND

Decorative Lamps

Now is the proper time to place your order for these outfits. Franco outfits are constructed with non-breakable sockets, and are easily adjusted.

Furnished with either 8-16-24 or 32 lamps in both plain, fruit and flower design.

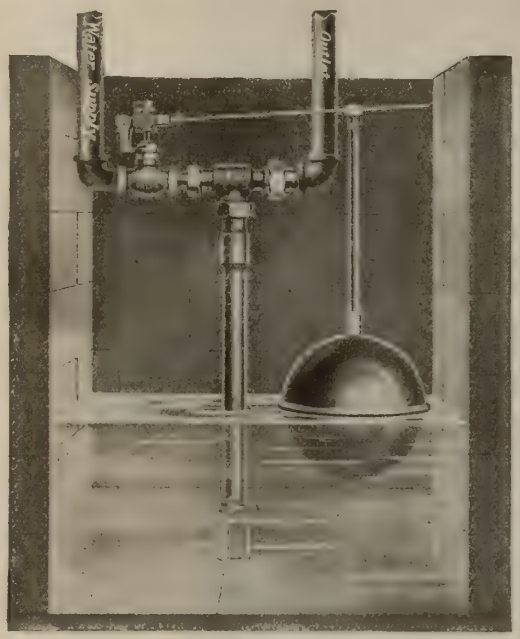
Special leaflet illustrating this line mailed on request. Our latest catalog, listing over 400 profitable, ready-selling articles, and dealers' proposition, will surely interest you. Send for it NOW.

Franco products sold through various distributors at convenient locations to ensure prompt deliveries

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, Toronto, Ont.

MORRISON
Automatic Cellar Drainer



The most efficient cellar drainer on the market. Simple and durable.

Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

The James Morrison Brass Mfg. Company, Limited
93-97 Adelaide St. West, TORONTO

Jenkins Bros.' Extra Heavy Gate Valves

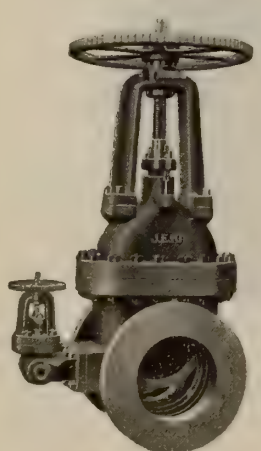


Fig. 204-B

All are guaranteed to stay tight under a working steam pressure of 250 lbs. or a hydraulic pressure of 400 lbs.

The globe-shaped bodies are made of high-grade cast iron and are tapped for renewable bronze seat rings. The wedges are also cast iron, heavily faced with bronze rings which cannot become loose in service. Wedge guides are provided and carefully finished on the inside to insure smooth opening and closing without chattering in a partially opened position.

The glands are of special construction with brass body and sleeve. The corrugated rim of the large hand wheel is a distinguishing mark and is used only on genuine Jenkins Bros.' extra heavy valves.

They are furnished Inside Screw, Stationary Spindle or Outside Screw and Yoke Rising Spindle. Inside Screw Valves have bronze spindles and Outside Screw Valves have steel spindles. Extension Stems, Gearing, Chains and Floor Stands in accordance with particular requirements supplied.

We can build these valves for electric, hydraulic or pneumatic operation to order. Also made in Cast Steel for high pressure superheated steam and hydraulic pressures.

Every engineer should have a copy of the new Jenkins Bros.' No. 8 Catalogue. Write us to-day.

JENKINS BROS., LIMITED

103 ST. REMI STREET **MONTREAL**

We are wholesale distributors for the leading makes of general Hardware. These include

IN

CUTLERY

JOS. RODGERS & SONS
WOSTENHOLM'S IXL GRADE

PLATED WARE

COMMUNITY
R. WALLACE 1835
ROGERS BROS. 1847

TOOLS

STANLEY PLANES
STANLEY TOOLS
BENNET'S FLOOR SCRAPERS
PARKER VISES
REECE'S SCREW PLATES

Send us your mail orders. They will be given every care and will be shipped promptly.

We can supply your needs in Skates, Spalding Hockey Sticks, Sleigh Bells, Carriage Heaters, Weather Strip, Lanterns, Food Choppers, etc.

Caverhill, Learmont & Co.
MONTREAL

You Can Always Spot a Well-Shod Horse

Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
N. J.

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

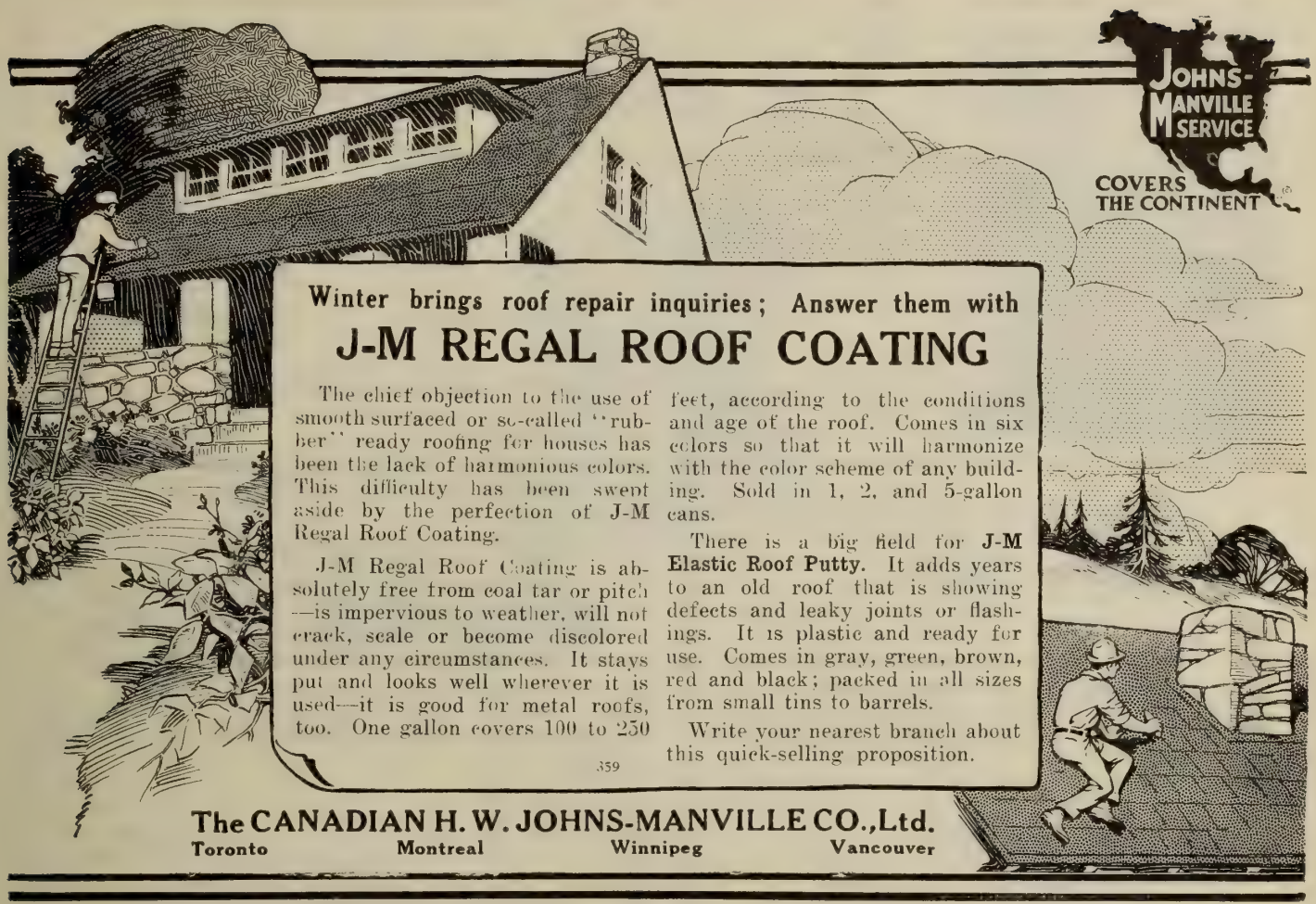
Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal.



JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

Winter brings roof repair inquiries; Answer them with

J-M REGAL ROOF COATING

The chief objection to the use of smooth surfaced or so-called "rubber" ready roofing for houses has been the lack of harmonious colors. This difficulty has been swept aside by the perfection of J-M Regal Roof Coating.

J-M Regal Roof Coating is absolutely free from coal tar or pitch —is impervious to weather, will not crack, scale or become discolored under any circumstances. It stays put and looks well wherever it is used—it is good for metal roofs, too. One gallon covers 100 to 250 feet, according to the conditions and age of the roof. Comes in six colors so that it will harmonize with the color scheme of any building. Sold in 1, 2, and 5-gallon cans.

There is a big field for **J-M Elastic Roof Putty.** It adds years to an old roof that is showing defects and leaky joints or flashings. It is plastic and ready for use. Comes in gray, green, brown, red and black; packed in all sizes from small tins to barrels.

Write your nearest branch about this quick-selling proposition.

359

The CANADIAN H. W. JOHNS-MANVILLE CO., Ltd.
Toronto Montreal Winnipeg Vancouver

Do All "Safety Devices" Really Safeguard?

The mere mention of the word "safety" ofttimes gives the impression of absolute infallibility. But, does *safety* always mean just that?

As you know, a pistol is cocked when the *hammer* is held back by the *sear*. To fire a pistol, the sear must be moved to release the hammer and allow it to fall. In some pistols this may be unintentionally caused by a jar

Unless the "safety" positively blocks the sear, it is not a real "safety," but a dangerous substitute.

A COLT is POSITIVELY SAFE in the fullest sense of the word. It means that the COLT GRIP SAFETY blocks the sear and locks the trigger, thus positively preventing the hammer from falling unless this grip safety is pressed in and the trigger pulled.

The Colt, therefore, is *positively locked against* accidental discharge.

Sell Colt's and Safeguard Your Customers!

Send for a supply of folders more fully explaining this important point.

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U.S.A.
or A. MACCLARKE & CO., Coristine Building, MONTREAL

"You Can't Forget to Make a COLT Safe."

Did You Ever Buy Fireplace Goods From US?

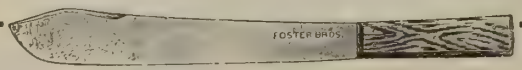
This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making, and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known to-day. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Do you carry them? If not, ask your Jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

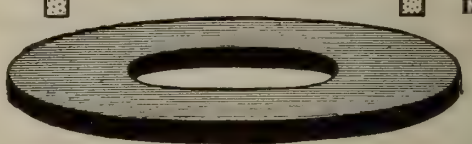
85 Cliff Street - New York City

Scale Makers Since 1835

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



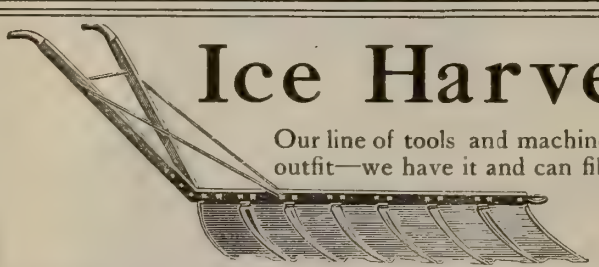
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.



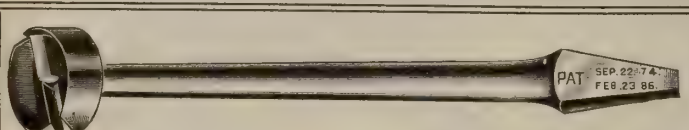
Ice Harvesting Machinery

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk ice leveller for municipal work.

Send for Complete Catalog

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Wrico ANTI-RUST

"Canuck" Bread Mixers

ECONOMY

RIGHT NOW, when every Canadian is responding so liberally to frequent calls in support and relief of those who are at war for Canada and the Empire—RIGHT NOW is the time to practise ECONOMY in the HOME—to cut all UNNECESSARY COSTS in personal and household expenses.

You can cut your bread bill in HALF by buying your OWN FLOUR, and making your OWN BREAD.

And the "CANUCK" positively GUARANTEES every batch—right from START to FINISH.

"CANUCK" Bread is TWICE THE VALUE and HALF THE PRICE of bakers' bread.

The "CANUCK" effects ECONOMY in one of the main departments of household expenditure—the food bill.

CLEANLINESS

IN THESE DAYS, when the lesson of the importance of CLEANLINESS is impressed upon us daily through the medium of our newspapers, magazines, doctors, health authorities, and hygienic teachers — SANITATIVE METHODS merit our best consideration. And PARTICULARLY SO pertaining to the FOODS WE EAT. That which goes into OUR MOUTHS must be ABSOLUTELY CLEAN AND PURE, or our instincts of cleanliness will reject it.

Hence the obvious advantages of preparing food materials AT HOME, from HOME RECIPES, by your own HOME METHODS, under HOME SUPERVISION.

The "CANUCK" gives you HOME-MADE BREAD—light, sweet, wholesome, CLEAN.

E. T. WRIGHT CO., LIMITED **HAMILTON, CANADA**

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

TRUE EFFICIENCY

Permits no man to waste his time or energy.

INSTITUTIONS SUCH AS OURS ARE TIME-SAVERS AND ENERGY-SAVERS. WHEN YOU UTILIZE THEM, YOU PROMOTE YOUR OWN EFFICIENCY—YOU KNOW YOU ARE BUYING GOODS THAT REPRESENT THE RESULT OF MATURE EXPERIENCE AND PAINSTAKING CARE.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 6, 1915. No. 45

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JOHN BAYNE MACLEAN, President. **H. T. HUNTER, General Manager.**

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O-Cedar Polish

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The Cause of Bright, Clean Homes

Our big National Advertising Campaign is reaching every corner of the Dominion. Your customers are reading our ads. and are asking for O-Cedar Polish. Don't lose sales by being "out of stock."

Every woman needs a bottle of O-Cedar in her home to keep it bright and clean and fresh. It cleans and polishes woodwork, furniture, automobiles, pianos with little work and at very small cost.

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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
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A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on Your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

HARDWARE AND METAL

Established 1888. TORONTO, NOVEMBER 6, 1915 Vol. 27. No 45

A Much Brighter Outlook

The Trade is Buying More Freely—No Unemployment in Canada — Orders Being Placed for Larger Shells—Scarcity of Skilled Help—Retailers Booking for Spring

REPORTS from various hardware centres in Canada this week indicate that there is a much better feeling in all branches of the hardware trade, and that retailers who for some months past have followed a very conservative policy in their buying operations, are now buying more freely. Orders for spring delivery are now being placed freely and jobbers state that the past two weeks have shown a splendid improvement in the volume of business booked for spring. Two reasons are advanced for the steady buying movement which has developed. In the first place retailers feel that prospects for spring business are much brighter than they were a few months ago. The farmers have harvested record crops and are securing good prices for all their products. There is very little unemployment in Canada now, in fact there is a scarcity of mechanics. Skilled machinists are very scarce and employment at high wages could readily be found for hundreds more at the present time. In the second place, retailers are beginning to realize the fact that prices on many lines of hardware are bound to go higher within the next few months. There is also a probability of a shortage in many lines of semi-finished and finished steel products, and also in many other lines which before the war were imported from Europe. European sources of supply have been cut off and already there is a shortage in some lines. A shortage in some lines of cutlery is already being felt. One jobber who had booked orders from retailers for over 1,000 sets of English carvers for Dec. 1, delivery has not been able to get the goods, or even a satisfactory explanation as to why they have not arrived. Many lines of English pocket cutlery are unobtainable and heavy stocks of German cutlery which were held in Canada at the outbreak of the war are now almost depleted. Many lines of fancy brass and copper goods which in former years were imported from Germany are not on the market this year. From present indications it looks as though hardwaremen in Canada are going to secure a "more than usual" amount of the Christmas trade this year, owing to the demand which will develop for practical and useful gifts. The announcement made this week that further heavy orders for shells would be placed in Canada has been welcome news to many in the hardware and metal trade, particularly in view of the fact that many of the new orders will be for 6-inch, 8-inch, and 9.2 high explosive shells. Tenders were submitted by several Canadian firms early in the week and orders will probably have been placed ere this issue of Hardware and Metal is off the press. The orders for the large shells will be divided among some of the largest manufacturers in Canada, while the smaller plants will, in the future, as they have been in the past, continue to make smaller shells.

One feature regarding the manufacture of the large shells worthy of note is that regarding the preparation of the shells for shipping purposes. The smaller shells, such as the 18-pounders, are shipped in wooden boxes, while the 8-inch and larger shells will be shipped in metal cases. One case will be required for each shell. The cases will be cylindrical in form, made of sheet iron or steel with a hinged top. The making of these cases will supply work for several sheet metal-working firms.

Great interest is being manifested in the machine tool trade over the contract for the larger calibre shells. These shells are 6 in., 8 in. and 9.2 in., and weight 180, 250 and 290 lbs. filled, respectively. Heavier tools will, therefore, be required than are being used for the 18-pdr. Lathes with 24 in. and 30 in. swing will be in good demand, although considerable difficulty may be experienced in getting delivery this year on new equipment. The industrial situation continues to improve, and the marked increase in production is shown by the development in the export trade. Exports already far exceed in value the imports for corresponding periods, and

(Continued on page 43.)

IN NEXT ISSUE

Commencing next week Hardware and Metal will show in each issue until Christmas one or more Christmas Window Displays. The displays were entered in Hardware and Metal's annual Christmas window display contest last year. The displays are both attractive and practical and represent the best efforts of the best hardware window trimmers in Canada. This series of window displays will furnish hundreds of ideas which should be of great assistance to window trimmers in arranging their Christmas window displays during the next few weeks. The series will be, by long odds, the best and most practical series ever shown in Canada. A special illustrated article on preparing show and window display cards for the Christmas trade will appear in next week's issue. This article is one of the best that has ever come into the possession of Hardware and Metal, and some mighty good ones have been shown in the past.

Manufacturers to Hold Exhibition

Meeting of Directors of Canadian Hardware Manufacturers Exhibitors' Association Held at Toronto—Decided to Hold a Hardware Exhibition at London, Ontario, During 1916

NEARLY all the directors of the Canadian Hardware Manufacturers' Exhibitors' Association were present at a meeting held at the Queen's Hotel, Toronto, on Friday of last week to discuss business affairs of the association, and also the advisability of holding a hardware exhibition in 1916.

It was definitely decided at the meeting that an exhibition would be held at London, Ont., during 1916, although the date has not yet been decided upon. The Board of Control, London, and the Fair Board, at a meeting last week offered the main building at the Western Fair, to the Exhibitors' Association for the purpose of holding an exhibition in 1916. Secretary F. M. Tobin, of the Canadian Hardware Manufacturers' Exhibitors' Association, has been authorized to proceed immediately with plans for the exhibition.

The following resolution was unanimously carried by the directors:—"Resolved, that the directors of the Canadian Hardware Manufacturers' Exhibitors' Association at their meeting October 29, 1915, in expressing their appreciation of the services rendered to the Empire by the voluntary troops which have enlisted, and who are serving their country at the front, endorse the action of our members, who have expressed a determination to find employment as far as is within their power for any of our men returned from the front, and further wish to record the fact that the Canadian Hardware Manufacturers' Exhibitors' Association, represented by its directors, will adopt a policy to make a place in their employment wherever possible for all men who have served in the defence of the Empire."

ADAM TAYLOR

of the Taylor, Forbes Co., Guelph Ont., President Canadian Hardware Manufacturers' Exhibitors' Association.

It was felt by the directors that the present was an opportune time for calling the attention of the Canadian public, and especially the Canadian hardware trade, to the diversity, quantity and quality of hardware and allied lines made in Canada. Particular effort will be made at the 1916 convention to interest the general public.

The heating question with regard to the main building in the Western Fair, London, was also discussed, and it was pointed out that as troops were quartered in the building last winter, the directors feel that there will be no difficulty about making the building quite comfortable should it be decided to hold the exhibition in the winter time.

In former years the exhibition of the Canadian Hardware Manufacturers' Exhibitors' Association has been held in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association. It had been practically decided last year to hold the 1915 exhibition and convention at London, Ont., but owing to the fact that all the large buildings in London were at that time being used by the military authorities, it was found necessary to cancel the exhibition. The retailers held their annual convention at the King Edward Hotel, Toronto.

At a meeting of the Advisory Committee of the Ontario Retail Hardware and Stove Dealers' Association, held at Toronto on October 11 (reported in full in the October 16 issue of Hardware and Metal), it was decided to recommend to the executive of the association that the

(Continued on page 33.)

STILL AN URGENT NEED FOR RAZORS

In last week's issue an article appeared reprinted from an English trade paper which quoted an extract from a letter received from a sergeant at the front who complains about the poor razors served to the troops. The sergeant said in part: "The hardest thing we have to do is to get a good shave after coming out of the trenches, as the razors we get are no good." He writes on behalf of the members of his platoon, and it is quite evident that there is a great scarcity of good razors at the front. It is notorious that for many years the war office has purchased very cheap razors for the use of troops, and the latter have in thousands of cases had to purchase good razors or depend upon gifts from friends.

It is quite evident that there is still a great need for razors, and as the size of the armies increases there will be a still more urgent need for good razors. For some time past a collection campaign for old or spare razors for the use of troops at the front has been carried on in Canada. Many thousands of razors have been collected and forwarded to the front, in fact, to date 20,000 razors have been forwarded from Canada alone. It had been hoped that a total of 25,000 would be reached, and if the hardwaremen of Canada will respond promptly the desired number will be reached within the next week or ten days. This is a wind-up appeal for razors—will you help to make the desired total of 25,000.

It is well known that a great many hardwaremen, who have been assisting in the campaign have on hand collections of two or three razors or upwards. If these small collections are forwarded without delay they will soon swell the collection to the desired number.

Hardwaremen in all parts of Canada are earnestly requested to help in giving the collection campaign a good wind-up. All razors should be addressed to Thos. B. Lee, 30 Front St., W. Toronto.

Handling Charge Accounts

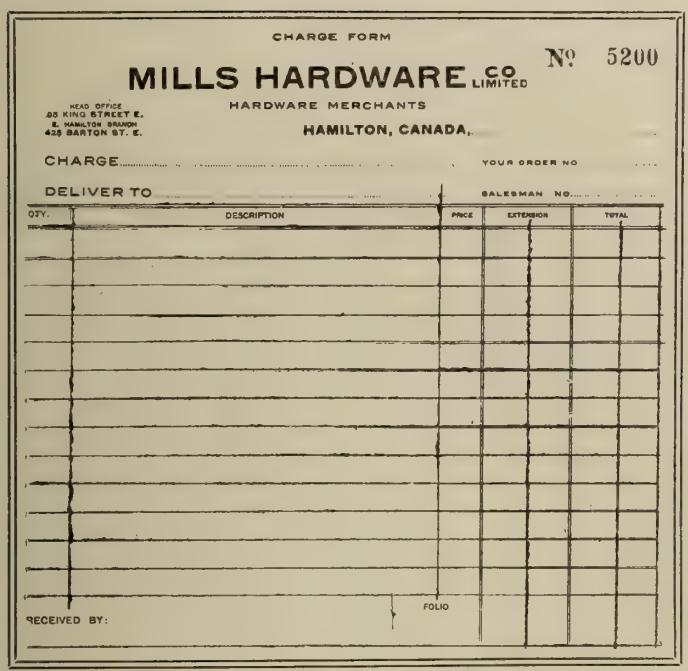
How Canadian Retail Hardwaremen Handle Their Charge Accounts—System Used by a Hamilton Firm—Systems to be Shown in Future Issues. —Reproduction of Forms.

A FEW weeks ago a request was received by Hardware and Metal from a retail hardware firm asking for some information regarding the methods employed by other retailers in handling charge accounts. Hardware and Metal has interviewed a large number of Canadian retailers and secured from them details regarding the forms, etc., which they use. For the benefit of "Inquirer" (name will be supplied upon request), and many others who are sure to be interested in the information gathered a number of articles will appear in this paper, descriptive of systems used by various retail hardware firms in Canada.

Every retailer who does a credit business knows it is very important that a close check be kept on all charge entries. The loss of a single charge entry will sometimes eat up the profits of several sales, and it is very important that all danger of loss through neglect or oversight be eliminated, as far as possible.

The accompanying illustrations show the forms used by the Mills Hardware Co., of Hamilton, Ont. The business of the Mills Co. is largely cash but credit is extended to manufacturing firms and others of good financial standing. The terms of the company are 2 per cent. 30 days or 60 days net. The Mills' system is a very simple yet effective one, entailing only a very reasonable amount of labor for the work accomplished.

Fig. 1 shows the original charge form. These forms are made up in book form, fifty in a book, and each slip is numbered. The form measures 6½ x 6½ inches, and is in triplicate. The top sheet is white in color; this is the original charge, and is retained.


CHARGE FORM

MILLS HARDWARE CO. LIMITED

No 5200

HARDWARE MERCHANTS

HEAD OFFICE 86 KING STREET E. E. HAMILTON BRANCH 428 BARTON ST. E.

HAMILTON, CANADA.

CHARGE

YOUR ORDER NO

DELIVER TO

SALESMAN NO.

QTY.	DESCRIPTION	PRICE	EXTENSION	TOTAL

RECEIVED BY:

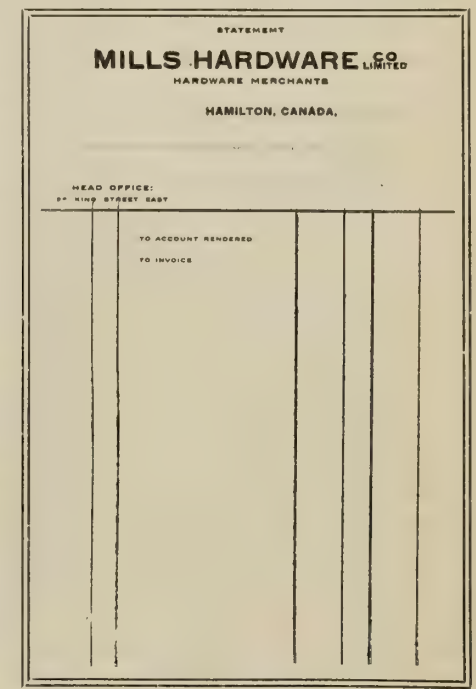
FOLIO

Fig. 1—Charge Form

Below the white form is the carbon paper, and then the second sheet, which is blue in color; this sheet is used for obtaining the signature of the receiver of the goods. The third sheet is yellow in color, and is always given to the customer.

By this method it will be seen that when the clerk makes an entry on the original charge form (Fig. 1), it is copied on the blue and yellow sheets. One writing suffices for all. In some stores each clerk is supplied with a counter check book for entering charge accounts. In the Mills store only one book is used at a time. This book is kept in a convenient place in the store and all charge entries are made in this book. Each sheet in the book is numbered. The accompanying illustration is numbered No. 5200. Corresponding numbers appear on the blue and yellow sheets. After the days business is closed the book is taken to the office and the charges are taken therefrom and filed

(Continued on page 49.)


STATEMENT

MILLS HARDWARE CO. LIMITED

HARDWARE MERCHANTS

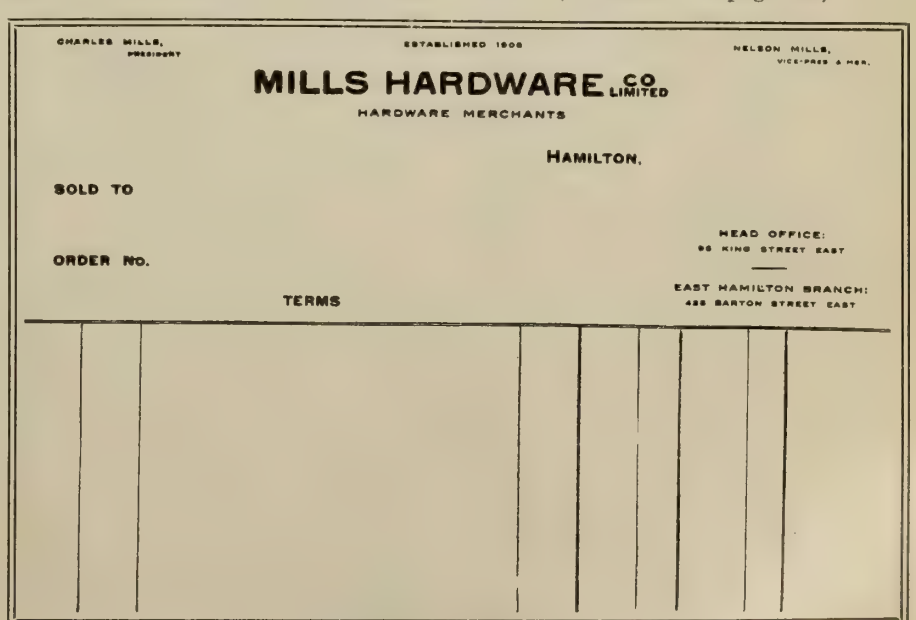
HAMILTON, CANADA.

HEAD OFFICE: 86 KING STREET EAST

TO ACCOUNT RENDERED

TO INVOICE

Fig. 3—Statement


CHARLES MILLS, PRESIDENT

ESTABLISHED 1908

NELSON MILLS, VICE-PRES. & MGR.

MILLS HARDWARE CO. LIMITED

HARDWARE MERCHANTS

HAMILTON.

SOLD TO

ORDER NO.

TERMS

HEAD OFFICE: 86 KING STREET EAST

EAST HAMILTON BRANCH: 428 BARTON STREET EAST

Fig. 2—Invoice Form

Talks of a Selfmade Merchant to his Clerks

Important Matters Taken up at the Weekly Conference—How to Beat the Mail Order House Selling Stoves—Getting the Christmas Campaign Under Way.

SINCE our conference last week there have been quite a number of new developments in the hardware trade—also a number of very important price changes. These matters will have to be discussed at to-day's conference; but first of all we had better take up the mail order catalogue question where we left off last week. I took the mail order house catalogue home last night and examined it. I find that as usual they have some leaders which they offer at a very low price. I note, however, that all these leaders are lines which the farmer would seldom order without including in the order a number of other lines on which the prices are fairly high. I have noticed item after item where the mail order price is anywhere from 5 to 20 per cent. higher than our price. So far you boys have only told me of one kick you have had from a customer who stated that our price on the Blank stove is four dollars higher than a similar stove offered by the mail order house under another name. I have looked at the stove illustrated in the mail order catalogue, and as far as you can judge from an illustration it looks identically the same as the stove for which we are asking four dollars more. We will have more kicks. What are we going to do about them? We should be mighty thankful that the customers come in and kick, because it gives us a chance to present our side of the case, whereas if the customer says nothing to us and simply sends an order to the mail order house we have lost the sale.

Now, in the first place, we should all be able to present some excellent arguments to show customers why they should purchase our stoves in preference to the mail order house stoves. Our price on the Blank stove is not high. We cannot afford to sell it any lower, and I know that the manufacturer we buy from is one of the largest and most reliable in Canada, and I feel sure that we get our goods at rock-bottom prices. I know that he does not sell to the mail order house, and, therefore, the latter has not got exactly the same stove as ours. I had an interesting case last year. Some of you boys no doubt remember it. Mrs. Walkins saw in a mail order catalogue a stove which she thought was exactly the same as ours and the price, if I remember correctly, was five dollars less. I tried hard to sell our stove, but the customer was adamant, and decided to send her money to the mail order house. Well, I followed up this case to see the result. The customer sent her money away about the 1st of November, the weather up to that time had been very mild. One week passed and the stove had not arrived. A cold spell set in and the lady needed the stove. She wrote to the mail order house and demanded an explanation. She received a prompt reply stating that they were very sorry, but there had been a big demand for this particular stove, and shipment would be made within the next two days. At the end of two weeks' time the stove arrived at the freight shed here. The usual notification was sent to the consignee. The lady then found that she had to hire a carter to deliver the stove to her home. This added seventy-five cents to the cost of the stove. Then she had to come down here to get a taper pipe, and that cost 20 cents extra. We always give one with every stove we sell. But that was not all. The stove had been exposed somewhere in transportation, evidently in a rainstorm, and there were many rust spots on the stove when it arrived at the lady's home. That meant disappointment and extra work polishing the stove. But that was not all. Although in the catalogue the stove looked the same as ours, it was not the same by any means. It was fifty pounds lighter in weight than the stove we sell, and its finish was very inferior. You can rest assured that the line we sell is not excelled in appearance or finish by any line of stoves in the market. Well, the lady was certainly disappointed; she admitted to me that she would have been money ahead by paying our price. She has been the means of turning our way two or three ladies who had the mail order bug, and were thinking of buying mail order heaters.

I do not think it is a good plan to refer to the mail order house unless you are sure that your customer is interested in the mail order proposition; but when you do find it necessary to fight the mail order house go after them hammer and tongs; be fair with them, do not knock them, but make our proposition look so much sounder than that of the mail order house that your customer will become convinced that it pays to deal here. Point out to the customer that she sees our stove before she buys it. She knows what she is going to get. There is no waiting for two or three weeks. We have the stoves here and can deliver them on an hour's notice. No drayman's charges when stoves are bought from us. If the customer lives here in town we set up the stove in the customer's home. If the customer lives in the country we see that all the parts fit properly before they are sent out, and the farmer will not have any trouble in setting up his stove. We also see that the stoves leave here in good condition—you never saw a rusty stove leave this store. Then there is the question of repairs. As you know, we keep a record of all purchasers of stoves, together with the number, etc., of the stove purchased. If in one or ten years from now the customer needs repairs we can look after his or her needs promptly. What does the mail order stove purchaser do?—writes to the mail order house and attempts to explain what is wanted—more delay—high prices for repairs—annoyance, etc. Then there are many other arguments which I have suggested at some of our former conferences. Our stove trade during October was not up to expectations. The unusually warm weather which prevailed all month had a strong tendency to slacken the demand for stoves, but it will come. I feel sure that as soon as we have a good cold

(Continued on next page)

snap there will be a rush for stoves. Many people put off buying last winter owing to the war. They can't stand another winter, and there is bound to be a good buying movement before long. We have had more "just-looking-around customers" in our stove department this fall than for many years past. These customers, as I have told you before, need careful treatment. Close the sales if you can, but if you can't, then be sure and impress your customer so that there will be a return visit before a purchase is made. Take the names of prospective stove buyers when possible, and we will send them on to the manufacturer. He can follow them up from the factory, and we will do so by letter.

Now there is another question we should bring up. Some paint manufacturers last week announced a decline of ten cents per gallon in the price of ready-mixed paints. Whether conditions warrant the decline or not, I cannot say; but I do know that we cannot lower the retail price of our paint. When that last advance of ten cents per gallon took place some time ago we did not advance our retail prices on quarts or half-gallons. We did advance the price on the gallon size 5 cents per gallon. You can see, therefore, that it would not be wise to lower our retail prices at present; in fact, we cannot afford to do it. Nails will have to go up 10 cents per keg. The wholesalers advanced their price last week, and I believe that nails will go much higher before long. We will also have to revise our prices on hinges and some lines of builders' hardware, as several advances in price went into effect last week.

We will also have to get our Christmas goods to the front. There is going to be a big demand for practical Christmas gifts this year. There is a great scarcity of many lines of Christmas goods which, prior to the war, were imported from Germany and Austria. There is also a scarcity of several lines of English cutlery. We have a great many lines suitable for Christmas gifts, and we must start our campaign early if we hope to get a good share of the business. We will go into this matter more fully next week, but in the meantime let us all do as much as possible to secure early orders for Christmas goods.

MANUFACTURERS TO HOLD EXHIBITION

(Continued from page 30.)

1916 convention be held at Toronto on February 22, 23, 24.

It is altogether probable that officers of the Retailers' Association and of the Manufacturers' Association will get together in the near future and a definite announcement regarding the meeting places and dates will be made.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding contest competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities. The prize winners in last year's contest were: Places of 5,000 and over, first prize, H. W. Parr, Sommerville Hardware Co., (Mr. Parr has since joined the staff of Hardware and Metal; second prize, Chas. Buford, of the Bond Hardware Co., Guelph, Ont.; third prize, R. T. Thornhill, of P. Hymmen Co., Berlin, Ont.; fourth prize, Fred. J. Mills, of the Mills Hardware Co., Hamilton, Ont.

Places of 5,000 and under:—First prize, W. A. Evans, of D. Leckie, Kelowna, B.C.; second prize, John F. Bingham, of Binn's Hardware, Newmarket, Ont.; third prize, Carter Bros., Picton, Ont.; fourth prize, A. L. Shiells, Kincardine, Ont. In addition to the prize winning displays last year there were a great many displays which only fell a little short of the standard set by the prize winners.

Since last year's contest a good number of new hardware window trimmers have developed in the Canadian trade and this year's contest promises to be one of the keenest ever held. As Hardware and Metal's contest is the only annual hardware window display contest held in Canada, the results are followed closely by all branches of the trade throughout the Dominion.

Hardware window trimming has advanced wonderfully in Canada during the past few years and in every international competition held in recent years Canadian hardware window trimmers have secured a good number of prizes.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 6, 1915 No. 45

A BRIGHTER OUTLOOK

A DECIDEDLY optimistic feeling has developed in business circles during the past two or three weeks. Retailers especially those in the towns and villages dependent upon agriculture, have been placing orders more freely, and a better all-round feeling is in evidence in all branches of the trade. City trade is still below normal owing largely to slackness in the building trades, but retailers are looking forward to a good volume of Christmas trade. The continued warm weather of the past six weeks has created dullness in late fall and early winter goods but this business will come with a rush on the advent of cooler weather. In large centres where shell-making is being carried on in a large way, business has been greatly stimulated by the new industry. The announcement made during the early part of the week that further large orders for shells would shortly be placed in Canada has helped to create a feeling that business during the coming winter should be good. The unemployment problem which in former years has been a big problem to deal with, will be non-existent during the coming winter. There is now a great scarcity of mechanics and a great many laborers who were out of work during the summer are now steadily employed. Able bodied men are enlisting in large numbers, and in many cases their places have to be filled by others. And it is quite evident that business will become very active before the end of the year. Usually the crest of the grain movement is reached about the second week in November. By that time this year the real movement will only have commenced its full swing. When navigation closes it is doubtful if 50 per cent. of the exportable surplus of wheat will have reached ports on the eastern side of the lakes. Meanwhile, deliveries at primary points in the West will continue, and against them money will be advanced by the banks, which are in a good position, and probably will remain so, to make the advances. While a very large proportion of the crop proceeds will be utilized in settling old debts, there will be a very large balance go into farmstead improvements and into necessaries of life. The economy of some years and the inevitable wear and tear has created a real need for these that will now be met. Hardware houses report that the demand from the rural points is so strong as to make them anxious as to their ability to get in stocks of some lines from manufacturers, to meet the normal demands of the winter. It is all too obvious that a crop much greater than generally expected has injected into the business situation, especially in the West, a confidence the effect of which will not be fully felt until the early months of 1916.

THE STEEL INDUSTRY

ORDERS for steel to be used in the manufacture of war materials have not diminished in any way. On the contrary, the increasing volume of orders being placed for shells in both Canada and the United States is creating orders to such an extent that some steel companies in the States are limiting their bookings so that they can derive the most benefit from rising prices. Nevertheless, many plants are booked full for three to six months ahead, while orders are booked for a year ahead. An American authority in referring to the demand for steel states that despite the efforts of the larger steel companies to hold the demand in check, signs of a runaway steel market are increasing. Orders are being received at such a rapid rate that all are subject to careful consideration before being accepted. In the case of some materials it is a question of getting deliveries rather than a question of prices. October established a new record in the output of iron and steel, but despite huge production, the heavy demand is causing many mills to fall back in deliveries. The extraordinary demand for open-hearth steel has brought about conditions much similar to those which existed some years ago. Foundries that have open-hearth furnaces are taking contracts for forging billets, and are arranging to have steel ingots bloomed by steel companies which have excess capacity in blooming mills. Barb wire, steel rounds, forging billets, blooms and wire rods are greatly to the fore in the export demand in the United States. Over $40 per ton has been paid for wire rods. Huge sales of barb and other wires have also been made for

export. The magnitude of railroad purchasing is indicated by the fact that 250,000 tons of steel will be required for steel cars recently bought in the Chicago market for several roads. In finished materials, prices are high and the demand is very strong. One American steel plant which has been idle for eleven years is to be rehabilitated to roll large rounds for export. Another steel company is preparing to start a plant which has two 300-ton blast furnaces and a 500-ton Bessemer steel department. This plant has been idle for some years and is only operated when the pressure for steel becomes strong. With the advent of a million-ton-a-week business the steel industry of the U.S. is rapidly reaching the peak of its present capabilities.

MUNITIONS ORDERS ONLY?

DURING the week Canadian industry, particularly the mechanical trades, has been electrified by the statement from D. A. Thomas, who personally represented Lloyd-George in Canada in the reorganization of the system for the placing of munitions orders, to the effect that such business in this country would amount to $500,000,000. Although it has been appreciated that the volume of the shell orders in Canada have been steadily swelling, the statement of the enormous total from such an authority has given an impetus to manufacturing in the lines chiefly affected, evidence of which is to be found in the stock market proceedings.

But while the scale upon which munitions are to be manufactured in Canada has increased enormously and will evidently increase to much greater proportions, there is no present indication that the British business to be placed on this side of the water as regards general field supplies is to be materially developed. This seems rather difficult to explain in view of the extended nature of the campaign indicated in such immense supplies of munitions, but it is a fact that recently there has been little activity in this line.

By those in touch with the situation it was believed that the exchange situation had discouraged the placing of further orders on this side of the water, while excessive freight rates were advanced as another factor. However, this theory seems to be discounted by the recent munitions orders, unless it is that it is hoped that the exchange situation will right itself before the main portion of the munitions are delivered or that by shifting the bulk of the orders to Canada better arrangements will be possible as to credits.

On the other hand, Great Britain has undoubtedly been developing her various industries for the manufacture of general supplies of articles of clothing, foodstuffs, etc., for field use and it may be that she is finding that there is better satisfaction in making these at home. The theory advanced that the British policy has been to develop general industries and buy munitions abroad might almost be considered in these circumstances.

Canadian manufacturers will look hopefully for that increase in general war orders which might be expected with the munitions business.

FIGURING PROFITS

IN a few weeks' time thousands of hardware firms will be taking inventories, and balancing up their books for the year to see whether or not the business of 1915 has yielded the desired profits. At inventory time there is always considerable discussion regarding the correct way to figure profits. It is a well-known fact that many merchants fail in business because they do not figure their profits correctly. There is a variance of opinion regarding the correct way to figure profits, some merchants claiming that profits should be figured on the cost price of goods, while others state that profits should be figured on the selling price. Authorities who have made a close study of the question claim that it is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, as long as it is stated and made clear on what base the percentage has been calculated. The majority of successful firms have adapted the method of figuring the percentage of profit on the selling price. The vital issue, however, is the showing of net profit in dollars and cents at the end of the business year, when the inventory has been completed and the books are closed. And in order to make a satisfactory showing, is is necessary that a proper method of figuring profit should be followed throughout the year. Where many men make their mistake, and fool themselves, is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum, or in other words, if 25 is twenty-five per cent. of 100, it is only twenty per cent. of 125.

In an article on the correct way to figure profits which appeared in Hardware and Metal some months ago, an instance was quoted showing how a retail hardwareman had erred in figuring profits. The hardwareman bought steel squares at $1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the squares to sell at $1.35. His price should have been $1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only adding 25 per cent. of the invoice price. He also made a similar mistake in regard to his 10 per cent. profit.

BRIEF

FARM TRADE is the backbone of the average hardwareman's business. He should cultivate it in every way.

Christmas and the Tool Department

Reasons Why There Should be a Good Sale for Tools During the Next Few Weeks—Manual Training Creates a Demand for Tools—Thousands of Students in Canada—How to Feature Tools

THE festive season is rapidly approaching, and as we look back, it seems as though Christmas of 1914 had been but a few weeks ago. Great world events have taken place since last Christmas. Great nations are still at war, and although the British nation is still in the thick of the contest there is not a sign of pessimism in Canada. Many valuable men have been lost during the past year, but thousands of others are flocking to the colors. Business is being conducted as usual in all parts of Canada, even though there is a slackness in the demand for certain classes of goods. The Christmas festive season will be observed in Canada this year just as it has been in past years, and the fact that Christmas will be observed as usual this year as far as business is concerned, is shown by the activity in the retail stores of our large cities.

Walking down the street in a large Canadian city a few days ago the writer noticed several indications of an approaching Christmas season. Passing a photographer's window I noticed a neat card ornamented with a Christmas design, and bearing the following:

"Secure an appointment at an early date for your Christmas pictures."

Further down the street was a stationery store. The window had a huge sample card of private Christmas greeting cards displayed, and a show card bearing the following: "Our line is complete just at this time—select your cards while the selection is complete."

Further evidence that Christmas is not so very far away could be seen in the show window of a fur store where a show card was exhibited with the following:—"A small deposit and we shall be glad to hold any of these high class furs until Christmas." A candy store featuring high class candies displayed a card suggesting that orders for Christmas candies be placed early, while several jewelery stores were showing advance displays of Christmas goods. One large department store had devoted one window to a large display of toys. Another was showing packages of good things suitable for shipment as Christmas boxes to the troops at the front. What are the retail hardwaremen doing? Some are starting early to drum up Christmas trade, while others are waiting for the annual last minute rush. One hardware firm recently displayed a neat arrangement of mechanics' tools, and accompanying the display was a neat show card bearing the following, "BUY HIM TOOLS FOR CHRISTMAS." And here is a thought for other hardware merchants. There are greater possibilities for selling tools for the Christmas trade of 1915, than have ever existed in any past year. Of late years there has has been a tendency at Christmas time to give practical gifts. This year, more than ever before the tendency will be in the same direction. Owing to the war, supplies of many lines of goods formerly imported have been cut off. Many of these lines were at the most, unpractical. This year, gifts of a practical nature will predominate. Gift-giving will go on as usual, but the buying public today is spending its money wisely, on gifts that will be of some practical use to the recipient. In every hardware store there is a wide range of goods suitable for Christmas gifts. The goods range all the way from wash boilers or food choppers to cut glass and silverplated ware. There is a wide range to choose from, but the goods in order to sell in fairly large quantities have to be featured as being suitable for Christmas gifts.

A splendid display of mechanics' tools arranged by Chas. Byford for the Bond Hardware Co.. Guelph, Ont. Window trimmers can secure many ideas from this trim. Machinists' tools are good sellers at Christmas time. Many

A Good Line

There is one line, however, worthy of special attention at the present time, and that line is tools. From time immemmorial tools have been a necessity. At one time they were only used by mechanics but during recent years there has been a rapidly growing tendency towards men of moderate means having tool kits of their own. Why should a man have to hire a carpenter to hang a screen door, or any one of dozens of small jobs that can easily be done by the householder who is the possessor of a small kit of tools? Every man is more or less interested in tools. Place a good display of tools in your show windows with a price tag attached to each tool and see how many men will stop to examine the display. All classes of men from laborers to professional men will stop to examine a good display of mechanics' tools. And the goods will sell, when shown. Sell a man a hammer and saw and he will soon be back for a plane. Then he will want a brace and some bits, a little later he will find out that he needs a mitre box, a hack saw, an automatic screw driver, a scratch awl, and so on down the line. Once you start

(Continued on page 43)

Sheet Metal Workers' Course

By Chas. Sievers

IN previous articles shown, which dealt with branches, Ys or tee, they were all for branches, etc., which were the same diameter as the pipes or cylinders had to be taken. In this article is shown how a smaller branch or Y pattern must be developed.

Not only will it require a pattern for the branch piece to be developed, but also that of the hole in the larger pipe.

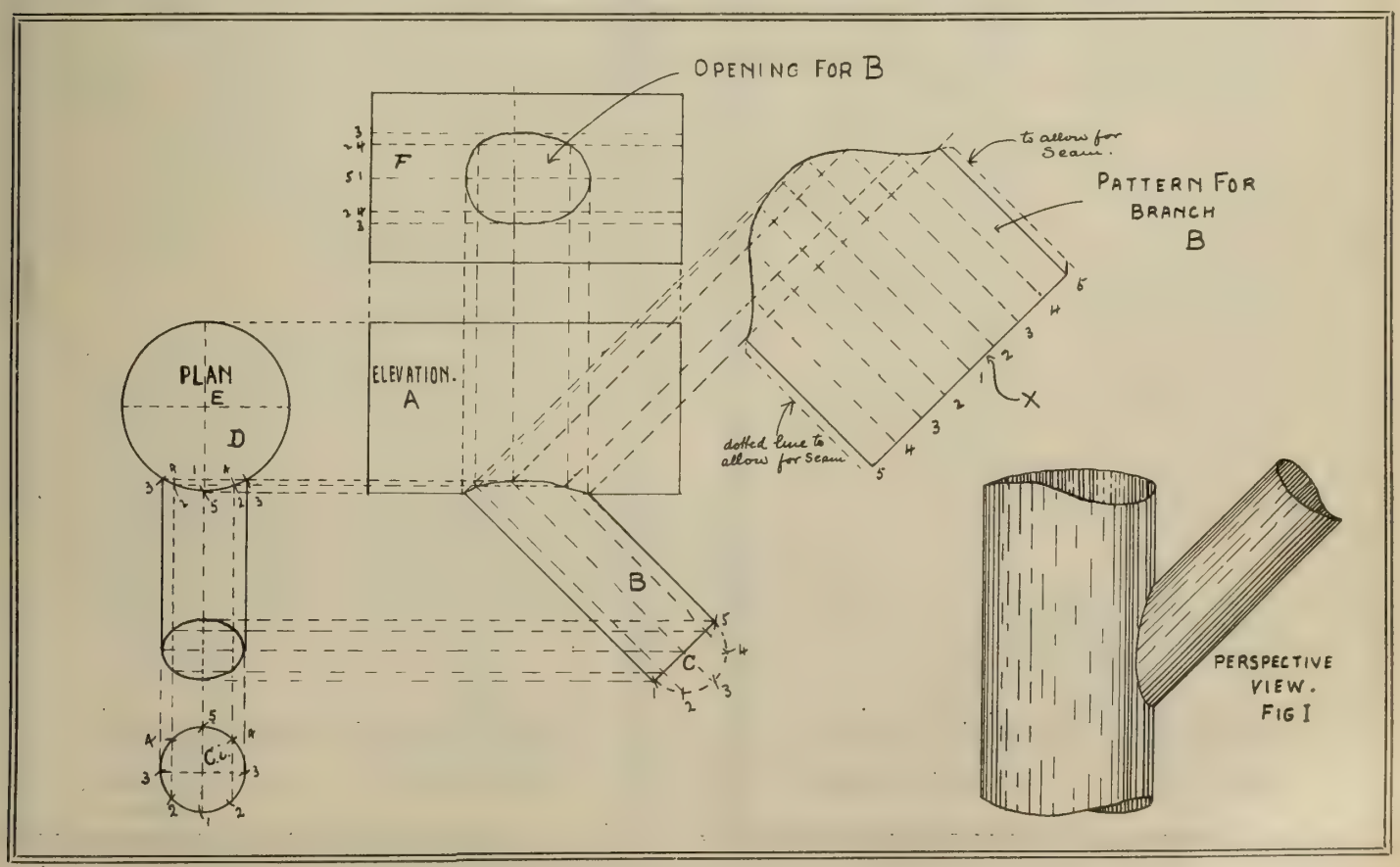
The same method is adopted, whatever angle it may be, the first step in pattern development is to draw an elevation, as shown at A and B. Then draw all lines as shown till they intersect at the various points. It will be seen that the plan D is actually acquired by drawing dotted lines downward. We will show how to develop the taper piece in our next issue.—Editor.

Having drawn the elevation, determine the centres of A and B; then form half-circle C on the branch and full circle on, as shown in plan D. Next place compass at E in plan and transfer the diameter of branch, and in that way determine full plan of both the main cylinder and branch. Next erect the centre line, as shown, and form small dotted circle. Next divide C^1 in equal parts, as shown, transferring same measurements to half-circle C, shown on branch B. Next draw dotted lines, shown at C^1, 1, 2, 3, 4, 5, 4, 3, 2 upwards until same intersects the circle D, and repeat the operation at C, 1, 2, 3, 4, 5 on the branch B. Next draw lines, as shown, from where dotted lines intersect plan to where they will intersect the dotted lines drawn at C, 1, 2, 3, 4, 5.

The next step will be to draw a section of elevation where the pattern of opening may be developed. This is done by extending lines upwards, as shown at F, and it may be stated this opening may be drawn on a small piece of material and afterwards scribed out on the larger sheet which would be used on the actual job. Next transfer the measurements from C_1 to section F, beginning with the centre measurements 5, 1, until all have been transferred; then extend these measurements, as shown across section F. Now erect dotted lines upward from elevation at points where dotted lines from plan D and branch B intersect, and in doing so another set of intersections are formed in F, and at points where these lines intersect is shown the pattern of opening, as described.

Our next step will be to develop pattern of branch. This is done in exactly the same way as a square elbow pattern is developed, except that the points of

(Continued on page 41)



Weekly Advertising Suggestions

The Advertising Suggestions Below Have Been Prepared For Use by Readers of Hardware and Metal. The Suggestions Can be Used in Whole or in Part, as Desired. Retailers Can Insert Their Own Prices Under the Various Headings

A Cold House?—No!

THE first nip of cold weather reminds you that you must get your house in good order for the approaching winter. You may need a new stove—a coal hod—stove pipe enamel—or any one or more of a dozen stove accessories—We have them here waiting for you—at reasonable prices. Several months ago we anticipated your cold weather needs and placed orders for all necessary supplies. If your needs are not listed below let us know what they are—the chances are we have the goods in stock, but if we haven't, we can get them—on short notice.

Stoves and Ranges — A modern line of stoves from the small coal oil or gas heater for heating a single room, to the handsome and powerful range or heater that gives a maximum of service on a minimum of fuel. With every stove you get our personal guarantee. Prices range from $4 to $60.

Coal Hods, Etc.—In many homes a coal hod is a necessity. Coal hods vary in size and quality but we have the assortment you would like to see. Prices range from 25c to 60c each. Stove shovels are made in a variety of sizes also, and we have them at prices ranging from **5c to 25c each.**

Saving Coal Bills—Thousands of tons of coal are wasted every winter because people do not like to sift ashes—it is a mighty disagreeable job unless you have a modern sifter. Ask to see the modern "Savecoal" sifter, absolutely no dust when sifting. Of course we have a number of other styles and the prices range from **15c to to $5 each.**

Furnace Scoops—Do not attempt to feed your furnace with a snow-shovel and scatter the fuel all over the cellar floor. We have a good, strong steel furnace scoop with long or D-top handle, just the right width for a furnace door, and you can buy either style for **40c.**

Stove Pipe Enamel—The life of stove pipes can be greatly lengthened and their appearance greatly improved by using —— stove pipe enamel. A brilliant enamel that is easily applied, does not smoke, nor burn off. We have a sample pipe in the store finished with —— stove pipe enamel. Come in and see it. The enamel is put up in various sized packages, **ranging from 10c to 25c.**

Stove Pipes and Accessories—Do you need a few odd lengths of stove pipes or a complete new outfit? We can supply you with any number from one to a hundred lengths. We have a heavy stock of plain and polished pipe in both 6 and 7-inch sizes, ranging in price from 10c to 13c per length. We also have elbows at 15c and 20c; tees at 35c each; pipe collars at 5c each; tapers at 20c each; flue stoppers at **10c each.**

(Other seasonable lines.)

Weatherstrip—Linoleum Varnish
Floor Paint—Window Glass
Stove Boards

The Blank Hardware Co.

Phone 100 **75 Main Street**

Preventing Losses on the Farm

"CONSERVATION of our resources" is a subject that is being discussed in all parts of Canada — but more in the country districts than in any place we know of. There is not a farmer in the Dominion who can afford to overlook the danger of losses which might occur through very common causes. Most losses are preventable if foreseen in time. You will get a few suggestions, that will help you to save money, by reading the following:—

Loss Through Leaky Roofs

Figures could be presented to show you that there is an extraordinary loss sustained by farmers each year, as a result of leaky roofs—and this loss could be prevented. We can sell you roofing for carriage sheds, outbuildings, kitchens, chicken coops, barns or any other buildings. Our ———— Brand roofing is put up in convenient form with nails, caps, cement, etc., for easy application, and the price is extremely low when quality, durability and ease of application are considered. Let us show you a sample next time you are in town. If you cannot get in right away, drop us a postcard. We will be glad to send a sample of the roofing with booklet, prices, etc., by return mail. Roofing from $1.25 per square and upwards.

Lanterns and Fire Losses

No farmer can afford to take chances with a poor lantern—Imagine losing the rewards of a season's work through fire caused by a defective lantern. We offer you a strictly up-to-date lantern with safety globe guard, patent extinguisher, secure handle and other features which appeal to the farmer. The price is only 75c.

Protect Your Horses

The average farmer takes pride in the condition of his horses—the horse needs attention just the same as the human being—Give your horses the care and attention they deserve and you will increase their efficiency at least fifty per cent.—One way to attain this is to provide them with warm blankets. Let us show you our stock. Prices from $1 to $6.

Farmers Like Good Axes

We know that the average farmer likes a good axe—a poor axe is a time-waster. Our axes have been purchased from one of the best known makers—a leader in his line. We have them in a variety of shapes and sizes—One line in particular—a great favorite with farmers—is absolutely guaranteed in every way. We would like you to have a look at it. Prices range from 75c to $1.50.

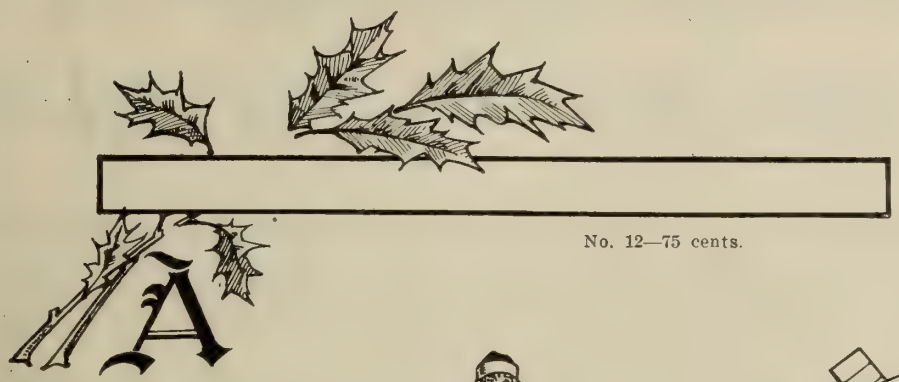
Protection for the Hands

The cool, frosty weather at this season of the year, and especially in the early morning—is hard on the hands. Farm chores will be more pleasant if the hands are properly protected. Our stock of lined and unlined mitts and gloves is now complete and the values this year are surprisingly good. We also have canvas gloves for light work. Prices range from 10c to $1.50 per pair.

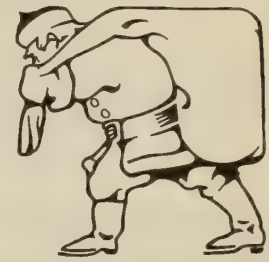
The Farmer and his family are always welcome here.

The Blank Hardware Co.

Phone 100 **75 Main St.**

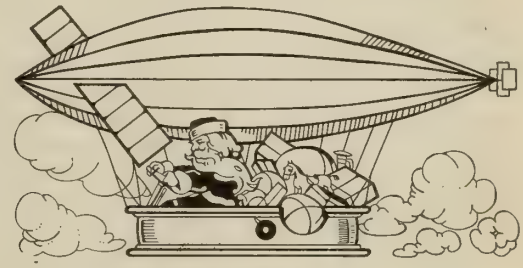


No. 12—75 cents.



No. 13—40 cents.

No. 14—50 cents.



No. 15—50 cents.

No. 16—50 cents.

No. 17—75 cents.

Illustrate Your Christmas Advertising

A PICTURE in an Advertisement is an attention-getter. The illustrations shown on this page are all related to Christmas.

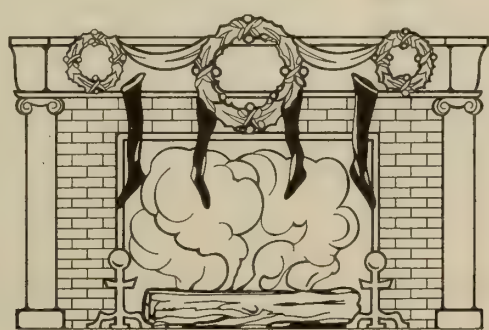
Put the Christmas note into advertising by the use of one or more of these illustrations. Advertisements will "pull" better. Put it up to your local merchants.

Select the cuts you desire—order by number. Remit the price with your order. Why not order all the cuts shown on this page?

Electros are sent carefully wrapped, postpaid. You can use them this year, next year and the year after. A good investment. Another assortment is shown on page 67.

Hardware and Metal, 314 University Ave., Toronto

No. 18—50 cents.



No. 19—50 cents.

No. 20—50 cents.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Some Items of Overseas Trade—Competitions the Retailers' Problems—Study Yourself in the Mirror of Others

SOME ITEMS OF OVERSEAS TRADE

From the Ironmonger, England.

THE value of British exports in September, as seen from the abstract of the Board of Trade Returns, maintained approximately the average of the past six months, and exceeded that of the corresponding month of 1914 by £5,634,000. Iron and steel material shared in the increase by nearly a million pounds, but that increase is wholly accounted for by increased supplies to countries of the Allied Powers, exports to other markets showing a considerable decline. Italy took 19,459 tons and France 9,977 tons of British pig iron, compared respectively with 688 tons and none in September, 1914. Our exports of steel bars, angles, shapes, and sections went up from 13,868 tons to 35,853 tons, of which 26,312 tons went to France, whereas none was sold to that country in September, 1914.

The figures on the import side also contain some interesting items. Last September we imported 5,166 tons of basic pig iron from the United States, whereas in September, 1914, we received none. No iron of this class arrived from Sweden last month; but the import of Swedish forge and foundry iron was 16,555 tons, against 5,626 tons in September, 1914. The total of the latter trade for the nine months was 26,430 tons from January 1 to September 30, 1914. Purchases of steel blooms, billets, and slabs from the United States were maintained at the high level of the past few months, the quantity being 36,900 tons, against 990 tons. During the nine months the United States has sent us 289,230 tons of this material, as compared with 22,347 tons in the corresponding period of 1914. The values returned of the month's purchases averaged nearly £7 10s. per ton c.i.f. A considerable increase is recorded in purchases from abroad of wire rods, wire, hoops and strips.

* * *

COMPETITION THE RETAILER'S PROBLEM

From the Credit Men's Journal.

NO question lies closer to the heart of the average retail merchant than that of how to meet competition successfully. To him, this is one of the vital problems of life, one of those things that must always be faced and rarely ever answered.

To-day retail merchandising is on a plane hitherto unknown. The last quarter of a century has brought a vast change in methods. To-day the retailer is confronted with anxieties and troubles undreamed of by his forefathers. The entire system of retailing has undergone re-organization and better methods have come to replace those that are obsolete.

The mail order house has come and progressed like the proverbial mushroom, and while its coming has hurt the retailer, it cannot be classed as an unmixed evil. It has compelled the retail dealer to adopt better business methods, to give closer attention to detail, and to consider more carefully the needs of the community wherein he does business.

* * *

STUDY YOURSELF IN THE MIRROR OF OTHERS

From American Artisan.

ONE of the greatest assets of a retail hardware dealer, if not the greatest of them all, is the personality of himself and of his employees, whether they be salespeople or work in any other capacity in his store.

The dealer who is of pleasant demeanor; who is anxious to please his customers, who is truly courteous; who shows his willingness to render efficient service—such a man is almost certain to make a success as a hardware dealer, even if he may not be exceptionally well equipped as a buyer or salesman.

And yet, isn't it strange that so many owners of hardware stores fail to appreciate the importance of developing these characteristics in themselves or in their employees?

We all recognize the faults of the salesman who waits on us with a surly mien; who shows in his very manner that he doesn't care whether he can help us to decide on our purchase—but why are we so prone to excuse the same faults in ourselves?

The reason for this may be found in the fact that we are unwilling to make any effort toward self-analysis. But that, of course, is no excuse, but rather an additional cause for blame.

Self-study is distinctly worth while. It must, however, be honest and conscientious. But if it is we are bound to benefit materially, for then we will be certain to develop our good qualities and correct our bad habits—and all of this will make us better—not only as salesmen and owners of stores, but most important of all, as men.

* * *

DON'T PUT A SILENCER ON YOUR PEP

From the Sporting Goods Leader.

A SILENCER is a fine thing to be attached to a firearm. They may be all right to attach to men who snore, but don't attempt to use one on your business enthusiasm. If you feel like making a loud report about the volume of business you are doing, get right up on top of the house and shout out the glad tidings. If you have received a shipment of goods of which you are proud, do not attach your Maxim and then get in a sound-proof room to say so. Shout it so everybody will hear what you have to say. Talk loud, but not too fast. Keep the dear people informed on what's going on at your store by using the advertising columns of the newspapers.

This isn't aimed at somebody away off in some other state, dear reader. It is aimed right at you, and the writer sees you just above the top of the gold bead of his No. 6 typewriter. Some men never find anything to fit them except on rare occasions when they occupy seats in the Amen corner, and feel that every eye in the congregation is riveted upon them. If your business isn't what you think it ought to be, don't blame the president. He may not know your business. Don't blame the state administration; don't blame the town and its people. Just take a long look at yourself. Get down under the skin, make a thorough analysis, and see if you can't find the cause of all the bad business. True, business conditions have not been as good as they might have been, but that is no excuse for tossing up the sponge. You may have noticed that the mail order houses have been sending out their voluminous catalogs just the same. They haven't quit; they are going after business with more vim than ever. If you have quit advertising because you can't afford it, change your mind. You have a change coming. "Pep" up: make the sales force "pep" up and see if business won't show a gain.

THE JUNIOR CLERK'S PAGE

The Stimulus of a Great Purpose

By Dr. Orison Swett Marden

IT does not matter how much ability you have, if you lack that power of resolution which knows no surrender, which fixes on its goal and never turns back, you will not achieve anything that is distinctive.

In this day of sharp, close competition it is only those who fling the weight of their whole lives into their vocation who can succeed in any marked, individual way. A half-hearted or indifferent purpose produces only half-hearted results.

A new howitzer in use on the European battlefront throws a shell more than twenty-five miles. But in order to do this there must be a certain amount of propulsive explosive back of the shell. It must be confined and liberated in a certain manner. If the gunner should put in only half the required amount of powder the shell, of course, would never reach its mark. It would fall short just in proportion to the lack of energy back of it. It is not only necessary to have ample powder back of the shell, but it must be the best powder; it must contain the maximum of energy. No army could afford to face the enemy with lifeless powder.

People everywhere are going into the battle of life with poor or insufficient powder, and, naturally, they fall short of their mark.

The projectile power of your ambition depends wholly on the vigor of the determination behind it. What you accomplish will depend on the live energy of your purpose, the enthusiasm and will power you put into your efforts to achieve.

It is pitiable to see multitudes of young men weakly longing for success, but not willing to pay the price for the big things they desire. They do not seem to realize that there is a tremendous difference between wishing to get on and determining to get on, between the desire that has no "must" in it and the desire which grips every fibre of one's being with a determination to win at any cost. They have not had it impressed on them that the difference between a mediocre career and a superb career is the difference between waiting for something favorable to turn up, for some big opportunity, waiting for help, for somebody to boost us, and taking off one's coat and plunging into a career with a grim determination which knows no defeat.

Write it in your heart that there is no success worth the name outside of what a man or woman achieves through his or her own efforts.

The world is full of people who are waiting to be pushed, boosted, helped, but they will never be anything but weaklings. If they do succeed through pull or influence in getting the place they long for, they will not have the ability to hold it. I know men who are always talking of the wonderful things they would have done if they had only had a chance such as others have had; if they could only have gone to college; if they could have had special training for the thing they wanted to do. But they had no one to send them to college, nobody to help them make their lives more complete, their achievement more worth while. Experience and observation have convinced me that those who make such excuses for their mediocre lives would not have amounted to much no matter what their advantages.

The youth who is determined knows that his opportunity for the job above him lies right in the thing he is doing. He knows that the key that will open the door to the thing he desires is in his own hand. The power that sends the man to his mark is not influence, pull, or outside capital; it is the initiative energy, the willingness, the completeness and superiority which he puts into whatever he undertakes. The propelling force is all within himself, and he knows very well that, if this does not open the door to the higher things he is striving for nothing else will.

There is no possibility of holding back the youth who has made up his mind to get on in the world. He finds an opportunity in every study he masters, in every letter he writes, in every errand he does, in his manners, in his dress, in his manly bearing toward his elders, in his chivalric consideration for those weaker than himself. He finds one in his willingness to do more than he is asked to do, more than he is paid for, in being polite and attentive to all with whom he comes in contact. In short, he finds plenty of opportunities every day which will lead to his longed-for advancement and he uses them as stepping stones to promotion. He doesn't have half as much difficulty in finding time to improve them.

I have before me a letter from a young man asking me to tell him "how to make things happen." Now, as I have told this correspondent, the young man who has a definite goal in view, who is in earnest in his purpose to attain his ambition and make his life count will not ask anyone to tell him how he can make things happen. The Gladstones, the Disraelis, the Strathconas, the Liptons, the men of the past and present everywhere who swam up stream to their goal did not ask anyone to tell them how they could make things happen.

SHEET METAL WORKERS' COURSE

(Continued from page 37.)

intersections are used which has been formed by the various intersected dotted lines from plan D, branch B, and vertical lines to section F. Next draw a solid line, as shown in pattern at X, and stretch out measurements from half-circle C on B, beginning at 5, 4, 3, 2, 1, and 2, 3, 4, 4, as shown. It will be seen points 5, 5 are the shortest measurements and point 1 the longest. Next erect dotted lines from the stretch-out X upwards until they intersect the dotted lines last drawn. Then by connecting the various points intersected the pattern the branch is completed.

A business organization may be ever so magnificently constructed; may be organized with almost infinite perfection, yet a few erroneous policies will run this organization into an "iceberg," and the work of years, the experience of many men, all go down in the mad whirl of business blunders.

EVENTS IN THE TRADE

Chas. A. Moore Married.

The marriage took place recently at Stratford, Ont., of Chas. A. Moore, manager and secretary-treasurer of the Stratford Manufacturing Co., to Miss Myrtle Beulah Harris, daughter of Johnson Harris.

Business Changes

Expanse, Sask. — Isabella Schultz, hardware, has sold out to D. A. Reinoehl.

Kandahar, Sask.—P. Johnson, hardware, has been succeeded by F. J. Sanders.

Fort William, Ont.—The stock and fixtures of G. P. McLaughlin have been sold to H. Harvey.

Dominion Incorporations

Premier Sales Co. of Canada capitalized at $100,000, to manufacture machinery of all kinds and deal in wood, metals and minerals, head office, Montreal, Que.

Neely Rotary Engine Company of Canada, Limited, capitalized at $200,000, incorporated to manufacture engines, automobiles, trucks, tools, etc., head office, Toronto, Ont.

Renown Engine and Machine Company, Limited, capitalized at $50,000 to manufacture machinery of all kinds and war munitions, head office, Montreal, Que.

Steel and Radiation, Limited, capitalized at $5,000,000, incorporated to manufacture iron, steel and other metals; head office, Toronto, Ont.

National Steel Products, Limited, capitalized at $100,000, incorporated to manufacture munitions, explosives, projectiles, shells, guns and gun-carriages; head office, Toronto, Ont.

Lachance Nut Lock Co., Limited, capitalized at $300,000, incorporated to manufacture the "Lachance" nut lock and other apparatus; head office, Montreal, Que.

The Canadian Bridge Company, Limited capitalized at $2,000,000, to manufacture and deal in iron, steel and other metals, and to carry on bridge building in all its branches, head office, Walkerville, Ont.

International Gas Company of Canada, Limited, capitalized at $125,000, incorporated to manufacture and distribute petroleum and other oils, also minerals and metallic substances of all kinds, head office at Ottawa, Ont.

SHERWIN-WILLIAMS ANNUAL CONVENTION

Montreal, Nov. 2, 1915.—The annual gathering of all the travelling representatives, managers and heads of departments of The Sherwin-Williams Company of Canada, Ltd., met in annual convention at headquarters, Montreal, Oct. 25, 26, 27 and 28.

At the opening session the convention was addressed by C. C. Ballantyne, vice-president and managing director, and W. H. Cottingham, president, who reviewed the past year's business, which they considered very satisfactory, under existing conditions, and spoke most hopefully about the outlook for the coming year.

Cheques for the winners of the top-notcher and other competitions were distributed by the president, and in each case he extended his heartiest congratulations to the winner.

The convention was of a very practical and thorough nature, all of the company's products being thoroughly explained and their uses by the managers and heads of departments. Short talks were also delivered by some of the travelling representatives on the various products.

The annual banquet was held at the Canada Club, which proved to be a very great success, and speeches were delivered by all the company's officials, as well as the directors and guests.

The president, Mr. Cottingham, offered a personal prize of $1,000, for the coming year, to any of the employees of the Sherwin-Williams Company of Canada, Ltd., or their subsidiaries, that would make the best practical suggestion in any way that would benefit either the company's products or their organization.

Nothing but optimism prevailed throughout the convention and banquet, and all the managers and representatives left for their various territories full of enthusiasm and determination to make the year 1916 the biggest and greatest the company has ever had.

Ontario Incorporations

Manual Constructor Company, Limited, capitalized at $40,000, incorporated to manufacture toys, and light hardware of all descriptions; head office at Toronto, Ont.

Specialty Machine Company, Limited, capitalized at $150,000, to manufacture munitions, specialties, tools and implments and other machinery, head office Toronto, Ont.

The St Catharines Steel and Metal Company, Limited, capitalized at $50,000, to manufacture machinery, tools, and electric apparatus, head office St. Catharines, Ont.

Casey, Harris Mining Company, Limited, capitalized at $100,000, incorporated to acquire and develop mines and mineral lands and deposits; head office at Toronto, Ont.

CATALOGUES AND BOOKLETS

Goodell-Pratt Company, Greenfield, Mass., recently issued an attractively gotten-up 16-page booklet entitled, "What to Give a Boy," for Christmas, 1915. The object of the booklet is to suggest good tools as suitable gifts for the boy, gifts that will be appreciated and used, the cost of which will be money well spent. The booklet is well illustrated, and is for free distribution. Retailers can secure booklets from the above-mentioned firm.

Philadelphia Lawn Mowers

The Philadelphia Lawn Mower Co., Philadelphia, Pa., recently completed its forty-eighth annual catalogue of Philadelphia lawn mowers. The catalogue consists of 28 pages, and is neatly gotten up, and well illustrated. Two new types of lawn mowers, not in last year's catalogue, are shown in the latest issue. Among the special features of the catalogue is an interesting description of the Philadelphia roller bearing and its relation to the ball bearing. Copies of the new catalogue will be supplied on request.

Coal and Wood Chutes

O-Rib-O Manufacturing Co., Winnipeg, Man., have issued a special booklet featuring the Gibboney self-locking coal and wood chutes. The chutes are made for receiving coal, wood, or vegetables, and can be used in residences, business blocks, churches and other public buildings. Copies will be mailed on request.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1148. **Enameled Hospital Supplies.**—A St. John's firm desires to be put into touch with Canadian manufacturers of enameled steel hospital supplies.

1149. **Steel Tubes.**—An inquiry has reached the department from Birmingham for cabled quotations on two thousand solid drawn steel tubes, 11 feet 2 inches by one three-quarters No. 12 I.W.G. swelled to seven-eighths for (2nd sheet 23) 4 inches at one end and reduced to one five-eighths for 2 inches other end, solid preferred, but lap-welded considered. Earliest delivery desired.

1152. **Tools and Paper.**—A Durban firm of merchants, who also act as commission agents, are anxious to be put in touch with Canadian manufacturers of the following articles: Miners' shovels, picks (two weights required, 2½ pounds and 3 pounds); handles, good quality maple or oak; brattice cloth; wrapping paper, of which the size must be 29 inches by 45 inches, in two weights, one 40 pounds per ream and the other 56 pounds per ream; grease-proof paper in size 20 inches by 30 inches, and must weigh about 18 pounds per ream; vegetable parchment paper, size required, 23 inches by 36 inches.

1153. **Hardware, Handles, Organs, etc.**—A South African firm, with headquarters in East London, asks for catalogues and price lists from Canadian firms prepared for export on hardware, all kinds, shovels, axes, woodenware, handles, store trucks, hand carts, chairs of all kinds except office, tables, organs, brushware, wrapping paper, paper bags, bacon and hams, cheese (small sizes), and condensed milk.

1155. **South African Agency.**—A Durban commission agent in close touch with all Natal mines is prepared to take up agencies for mining material and supplies generally, including machinery and appliances. Will also consider agencies for fencing material, iron standards and wire, agricultural and other machinery, motor vehicles and power lorries, printing and wrapping paper, calcium carbide, caustic soda, condensed milk, handles and other lines.

1156. **Enamelware.**—A South African commission house is prepared to take up the agency for enamelware, blue with white lining, in general kitchen utensils.

1157. **Rubber Boots and Shoes.**—A firm in Glasgow, having a large wholesale connection, prepared to furnish satisfactory bank references, wishes to obtain the agency of a Canadian exporting house.

1159. **Leather.**—A London firm asks to be placed in touch with Canadian manufacturers of dressed and patent leathers, in calf and sides, also glace kid, sole leather, etc., which they are prepared to handle upon a commission basis or to purchase outright.

1161. **Graphite.**—A London pencil manufacturing company is desirous of obtaining from Canada supplies of graphite, according to samples which are being forwarded to the Department of Trade and Commerce, Ottawa, and invites offers from producers.

CHRISTMAS AND THE TOOL DEPARTMENT

(Continued from page 36.)

a man gathering a set of tools, if you treat him right, he becomes a steady customer for years. With some men, doing odd jobs around the house is a hobby, and men of this type are always on the look out for new tools.

There are many professional men in Canada who have more elaborate and complete tool kits than some of the mechanics.

The manual training school is a rapidly growing institution in Canada. Thousands of tools of various kinds are required annually to equip manual training schools which are constantly being equipped and enlarged. How about the students attending these schools—all are prospective tool purchasers on a fairly large scale. The boy receiving training in the manual training schools is being trained in the use of good and up-to-date tools. The boy of to-day is not looking for a toy or a cheap makeshift of a tool.

Thousands of boys in Canada to-day are attending manual training schools. Parents of these boys are going to buy Christmas presents for them. What are they going to buy? That depends largely upon the retail hardwaremen. If the latter go after this trade good and hard during the next seven weeks, the sale of tools of all kinds will be greatly stimulated. There is an unlimited field for the sale of tools of all kinds, but the lines have to be pushed. Give it the attention it deserves and you can increase the volume of sales in your tool department during the Christmas season several hundred per cent. over the corresponding periods of former years.

Hardwaremen from now on will receive many enquiries, such as, "What can I buy for a boy?" or "What can I buy for a man?

Along with many other lines you can suggest tools. Why not have a special Christmas tool display this year. It will pay you. Windows, circulars, or newspaper advertisements can also be successfully used in pushing the sale of tools suitable for Christmas gifts.

Hardware Letter Box

Store Ladders

Young & Cross, Hanover, Ont.—Will you kindly let us know who makes store ladders, with track, etc.?

Store ladders are made by Richard Wilcox Canadian Co., London, Ont., and F. E. Myers & Bro., Ashland, Ohio.—Ed.

A MUCH BRIGHTER OUTLOOK

(Continued from page 29.)

there is every indication that this tendency will continue for several months. As a result of the war, Canadian manufacturers are producing many articles which were previously imported. This should prove a permanent benefit to the country and increase the number of industries in Canada. In addition, outputs have considerably increased in products which have been manufactured in Canada for some years, thus assisting materially in consolidating the position of the industries affected.

The Minister of Finance in an address at Montreal this week showed how an adverse trade balance in 1913, amounting to $300,000,000 had been changed into a trade balance in Canada's favor of $45,000,000, which was increasing every month. Purchases of munitions and war supplies in Canada now amounted to $20,000,000 monthly, while this year was the greatest, from the point of view of agricultural production in Canada's history.

The unusually mild weather during October had a tendency to curtail the buying of winter goods, but nevertheless, October, with hardware jobbers, was one of the most satisfactory months of the year. It looks at present as though a great deal of business which usually takes place in October will this year be transacted in November. With the advent of real cool weather there is bound to be a rush of business that will be felt in all branches of the trade.

Iver Johnson 1916 Catalogue

Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., recently issued a new 1916 composite catalogue featuring bicycles, motorcycles, and firearms. The catalogue consists of 80 pages, is exceptionally well illustrated throughout, and should prove a valuable reference book for dealers. A number of changes recently made in the bicycle and motorcycle line are shown in the new catalogue, copies of which may be secured by sending a request to the manufacturer.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

GILMORE'S POLISH MOP.

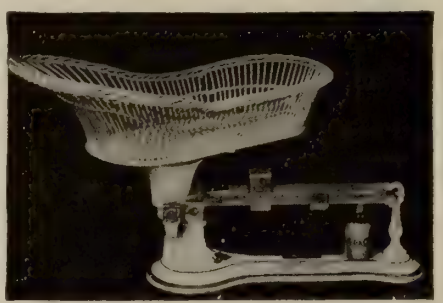
Gilmore Manufacturing Co., 180 North Dearborn Street, Chicago, Ill., offers to the trade Gilmore's polish mop, here illustrated. The makers claim that Gilmore's polish mop, "the mop with fingers," conquers corners and that the extended fingers reach every nook and corner and pick all the dust and dirt. With the Gilmore the makers state it is easy to dust under radiators, around all furniture and radiator legs, stair railings, etc. The improved self-adjusting handle permits a free movement of the mop at any angle. It is shaped so that it sets extremely low—a desirable feature when dusting under radiators, pianos and other low-setting furniture. By reversing the handle between the "fingers" the mop is in the proper position for dusting plate rails, mouldings, doors, etc.

The Gilmore Polish Mop.

The mop slips on the "fingers" through button-holes in the mop band, and is securely fastened to the steel frame by a snap button—just like a glove. The makers state it is very simple and easy to remove from frame for washing and renewing, and can be run through a wringer. The mop is made in three sizes. The firm also makes Gilmore's polish, put up in various sized packages. Complete descriptive matter will be supplied by the manufacturers on request.

INFANT SCALE

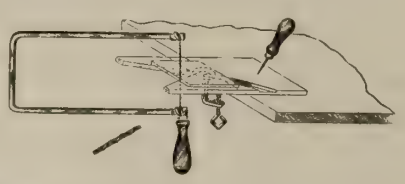
Jacobs Brothers, 78 Warren Street, New York, offer to the trade a new infant scale, which weighs up to thirty-one pounds by quarter ounces without any loose weights. The new scale, called the J. B. Springless "Perfection" Hospital and Nursery Scale, is said by the makers to be an ideal scale for accuracy and fine weighing. The construction of the scale is simple. It is equipped with two brass beams, one showing ounces divided into quarter-ounce notches, and the other beam showing pounds, as illustrated. The pivots and bearings on which the scale works are of tool steel and hardened, thus incurring durability and accuracy. The scale is compact and attractive in appearance. If at any time the scale is not needed to weigh the baby, it can be used as a household scale for weighing all kinds of commodities. The scale is made in two finishes—No. 230 blue finish, with white enamel basket, and No. 331, white enamel finish, with white enamel basket. The firm also makes several other types of infant scales. Descriptive matter will be mailed upon request.



J. B. Springless "Perfection" Hospital and Nursery Scale.

FRET-SAW SET NO. 427

Fret-saw Set No. 427 is the style of a fret-sawing outfit just put on the market by the Millers Falls Co. of Millers Falls, Mass. The unique feature is a small table that is clamped on the workbench or ordinary table and provided with a V-aperture. This auxiliary table supports the work close to the sawing point and prevents cracking or splitting delicate material. A burnished spring steel frame is provided, 12 inches deep, taking 5-inch saw blades, and having an enameled hardwood handle. The set also includes a dozen saw blades, an awl, a sheet of assorted fret-saw designs and a sheet of carbon paper for tracing the designs onto wood. The outfit is claimed to be adapted to all kinds of fret-saw work down to the most delicate, and will be found useful in cutting out picture puzzles.



Millers Falls Co. No. 427 Fret Saw Set.

BISSELL'S VAC SWEEPER

Bissell Carpet Sweeper Co., Grand Rapids, Michigan, and Niagara Falls, Ont., announces the "Grand Rapids" vacuum sweeper. The makers state that the new "Grand Rapids" vacuum sweeper will be to their vacuum line just what their "Grand Rapids" carpet sweeper is to the carpet sweeper line—a practical and fully efficient line at a popular price.

Grand Rapids Vacuum Sweeper.

Coincident with the announcement of the new "Grand Rapids" vacuum sweeper, the Bissell Company explains that their present suction machine, which they have called simply "Bissell's Vacuum Sweeper," will hereafter have the name "Superba" incorporated into its title to better differentiate it from their other models. Literature descriptive of the machine will be supplied upon request.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

THE markets are again the centre of interest. Several important price changes have taken place and advances are expected on black sheets, black pipe, boiler tubes and other lines. The advent of cooler weather towards the end of the week has had a tendency to stimulate the demand for cold weather hardware lines. Country business is improving and there has also been a decided improvement in the city trade. There is a much better feeling in all branches of the trade than has existed for some time past. The metal markets are all firmer this week and a number of advances in price have taken place. The steel market is very firm and further advances in the price of many steel products will go into effect in the near future. Dry batteries have declined in price. There have been some important changes in the price of woodenware lines, mostly in an upward direction. The continued open weather has interfered to some extent with the stove trade, but with the advent of cold weather there should be a heavy demand for all kinds of heating equipment.

Reports from Winnipeg indicate that booking orders for woven wire fencing, nails, wire, screen wire cloth and doors, etc., are coming in quite freely, which would seem to show that merchants hold a very optimistic view regarding prospects for next year. Among the several lines which have advanced in price at Winnipeg during the week are annealed wire, tinners' wire, and turpentine.

The outlook in the steel trades indicates a real shortage of basic steel, which will probably affect all lines of semi-finished and finished products from steel. Among the various lines which advanced in price at Toronto this week are waste, oakum, pitch, roofing felt, gasoline, benzine, tee and strap hinges, hemp and dry box twines and jute baling twine. Finished cotton twine has also advanced.

MONTREAL

MONTREAL, Nov. 5.—The many changes in prices in the hardware trade reported last week have been followed by readjustments which have generally left the market in a firm condition with small prospect that any of the lines affected will be materially reduced while the state of war prevails—in fact, on the other hand, the tendency appears to be continually upward with few exceptions. The increases in wire products referred to last week have been added to by an advance in galvanized fencing of 15c but there appears to be a difference of opinion as to whether or not barb is included. Tin has advanced 2c and is very firm, the effect being to create higher prices for solder. Lead is up another ¼c and copper, spelter, antimony and aluminum are all very firm. Dry batteries have been reduced 2c.

However, the more important price tendencies of the present week might be said to be more prospective rather than actual. On information from reliable sources, and in view of the present market conditions, Hardware and Metal is in a position to predict that the prices of black sheets and black pipe will be advanced in the very near future, probably within the week, and further, that boiler tubes will probably be readjusted to higher levels and that soil pipe will be firmer in discount allowances if not in actual prices. Solder is almost certain to advance further in the next week and brass sheets, rods and tubing appear to be due for an upward movement in view of the position of zinc and copper. The general tendency of the metals should be to homewhat higher levels in view of the present outside influences, but here nothing can be forecast with any degree of certainty.

Business has shown some slight further improvement. In addition to the active movement of general goods to country districts there is a better demand all round in the city. On heavy goods the approaching close of navigation is having an encouraging effect; the lack of construction operations, however, permits small demand for heavy lines in the larger centres. There appears to be evidence that in addition to the Eastern crop returns, there is a more general circulation of money from shell manufacture, and that also the movement of the Western crop is an influence for better sentiment. October was not only a much better month than the same period a year ago, but it made a much better showing than September. In some lines of winter goods a cold snap is being awaited to awaken a delayed demand.

Tin.—Following the firmer trend of the tin market referred to last week there have been material advances. The local quotations have been advanced 2c to a level of 42c-43c, and, from the tone of the American market, higher prices are to be looked for. The American advance as shown in New York is fractionally over 2c and nearly 3c for the past ten days, the firmness being not only for spot but over the first quarter of next year. The rise has come in sympathy with foreign markets, being a movement so important and unexpected as to leave the dealers puzzled for an explanation. Had the increase been made by London only, it might have been explained in transportation difficulties or tariff possibilities, says the American Metal Market, but, being as the influence is also felt in Eastern markets, the indications are that October statistics to be announced shortly will show small Indian shipments; there is no reason to believe in a curtailment of output in the Straits. The American attitude on the higher prices is to hold off and wait for an explanation. There is still a feeling that one market may be reacting on the other, each going one better.

Spelter.—In this market spelter is steady at 19c-20, with spot tending to a firmness which is even more more noticeable in futures. Spelter in New York is fractionally higher, with a material advance in London. The latter market has advanced £10 the ton since the 21st of October. The offerings of November and December in New York are so small that if there were anything like a normal domestic consumption in the States it is figured that there would be ma-

terially higher quotations. The recent advances have been 1c for spot and 2c on futures, and producers who were eager to dispose of futures a short time ago are now indifferent about selling at the higher prices.

Lead.—A further advance of ¼c has been made in lead, the local market now being 6¾c-7c, and the tone is still firm. The American Trust basis is now $4.90, but it is pointed out that in the recent movement, while there was an advance of 40c scored on this side, there were material declines in London. This leads to the opinion that when the big American interest has foreign lead available for export, the American quotation is made higher than London; but when there are no such supplies, the price is reduced to encourage the exportation of domestic products.

Copper.—While the local copper quotation remains at 21½c, this price has materially stiffened, and advances are likely to be made if the present trend continues. New York shows an advance of ¼c, and there appears to be a movement to improve prices with a view to stimulating American orders. However, there are some evidences of manipulation in the movement, and, while big buyers are showing an interest in the reports that the market is to be put higher, this interest has not yet resulted in important purchases being made so far as can be traced.

Antimony.—The advance of last week to 37c has been followed by firm conditions, and higher prices are warranted by the New York quotation of 35½c to 36c for Japanese and Chinese and 34½c to 35c for American. Recent reports from that market are that ½c higher is being asked and that futures are being neglected owing to the very high price of the metal.

Aluminum.—In this market the quotation remains normal at 60c, with a very narrow demand for normal consumption. New York has recently advanced 1c to 55c-57c, but there has been no material change in the market conditions there.

Solder.—Higher prices are in order on solder owing to the advancing price of tin. The quotations are given as a week ago, but the tendency is to the top of the range, and a readjustment will probably be made in the course of a few days. A difficulty in quoting a solid basis in this market, however, is that there are a wide variety of grades handled by different makers, and the proportions of the ingredients used have an important effect on the quality and the price. The following quotations cover the bulk of the business:

Half-and-half	24c-26c
Strictly	26c-28c

Steel and Iron.—The steel situation is very unsettled, and prices are generally very firm on the recent advances. American mills are working to their capacity, and on different varieties orders are being taken for deliveries three to five months in advance only. Under these conditions still higher prices may be expected. The iron market is also very strong, and in some quarters the new basis of $2.20 is being advanced to $2.25 on small quantities. The following quotations should be followed closely:

Mild steel	$2.35
Sleigh shoe steel	2.40
Tire steel	2.45
Toe calk steel	2.95
High-speed steel	1.50
Bar iron	2.20

Brass and Copper Products.—Copper products are very steady on recent advances, and there is a feeling in the trade that important changes in the prices for brass sheets, rods and tubing are due. This prediction is made on the strength of the zinc and copper markets and the tendency of manufacturers to keep prices down as long as possible, and then to make sharp advances. This has the effect of making the increase in products appear greater than in the raw materials, but is generally explained in that efforts were made to maintain the low market until accumulated increases in raw materials forced a change of front and a big advance. The present brass quotations are, therefore, interesting:

Springs, sheets, up to 20 gauge	$0.45
Rods, base ½ to 1 in. round	0.42
Tubing, seamless base	0.42
Tubing, iron pipe size, 1 in. base	0.45

Copper tubing, same as brass.

Lead Products.—Additional firmness has been given to the market for lead products by the further advance in pig. The quotations are, therefore, firm, although advances are hardly expected unless the upward trend continues further. Present prices follow:

Lead pipe	$0.09½
Lead waste pipe	0.10½
Sheets, 3-lb. sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.

Cut sheets, to size, ¾c per lb. extra.

Black Sheets.—The talk of further advances in sheets, referred to last week, has taken more definite form, and higher prices are predicted shortly, probably before the publication of another issue. The present quotations, as given by association members and metal dealers, are as follows:

	Assoc.	Ind.
10 gauge	$3.00	$2.75
12 gauge	3.00	2.80
14 gauge	2.85	2.60
16 gauge	2.85	2.55
18-20 gauge	2.85	2.60
22-24 gauge	2.85	2.70
26 gauge	2.95	2.75
28 gauge	3.00	2.80

The increase will probably just apply to the lower schedule, which is the better indication of the market for large quantities.

Nails and Wire.—The advances in the prices of nails, staples, hay wire, smooth steel wire, fence wire, etc., included in last week's report, have all been absorbed, and the market is generally strong on the higher figures. Further increases rather than declines are to be looked for during the period of the war.

Galvanized Wire.—An increase is also announced this week in galvanized fence wire, but it is not clear whether or not this applies to barbed wire. One barb quotation is heard at $3.60, while generally the price is $3.47½ as before. Other galvanized wire quotations are now as follows:

No. 9 coil spring	$3.25
No. 9 plain galvanized	3.20
No. 12 plain galvanized	3.35
No. 13 plain galvanized	3.45

Builders' Hardware.—In connection with advances in builders' hardware, it may be explained for the benefit of the trade that readjustments have been and are being continually made in the prices. The markets for raw materials are so unsettled that evidently the manufacturers adjust their quotations on the basis of cost, as batches of new articles are turned out to replace exhausted stocks.

Galvanized Sheets.—Although the tendency to higher prices in black sheets does not extend to galvanized sheets, the recent renewed upward movement in spelter has had a steading influence in this market and the quotations as given for some time are much firmer than during a recent period, when there was a tendency displayed by some dealers to cut prices.

Pipe.—There is a stronger tendency in ths pipe market, and it is predicted that advances will be made shortly, probably before the publication of another issue. It is not expected that galvanized will be affected in this movement. The present quotations are of interest in view of this probability:

Buttweld Size.	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78
Lapweld.		
2 in.	11 47	19 06
2½ in.	16 38	28 37

3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in. x 25 lbs. per ft.	82 50	138 75
8 in. x 28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in. x 32 lbs. per ft.	105 60	177 60
10 in. x 40 lbs. per ft.	135 96	228 60

Soil Pipe.—There is also a stronger tendency in the market for soil pipe, and, although the quotations may not be materially altered, assurance is given that the list basis will be much more closely adhered to. Present quotations are:

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.

7 and 8-inch, 45 p.c. off.

Boiler Tubes.—The rising market for hollow metal products, as indicated in the fact that American mills are asking seven to nine months on deliveries, is also affecting boiler tubes, and advances in the near future are predicted. The present quotations are:

100 ft., ½ in.	$10 45
100 ft., 2 in.	9 60
100 ft., 2½ in.	12 25
100 ft., 3 in.	13 30
100 ft., 3½ in.	15 55
100 ft., 4 in.	19 80

Batteries Decline.—Following the many advances which have taken place in the price of dry batteries since the beginning of the war, on account of the effect on the prices of zinc and manganese, the news of a decline of 2c a cell will be welcome to the trade. This reduction is now in effect.

Horseshoes Firm.—Although there has been no change recently in the price of horseshoes, the market is very firm, and an advance would not be surprising in view of the higher price prevailing for horseshoe steel.

Arms and Ammunition.—While the weather has been rather unseasonably warm this fall, the large number of fine days and the delay in the break-up has encouraged a long shooting season and the demand for loaded shells continues very satisfactory, considering that the 1st of November has been passed.

Woodenware.—There have recently been some important changes in the prices of woodenware, and wholesalers who desire to replenish stocks of wooden bowls and such lines find that they have to pay materially higher prices.

Mechanics' Tools.—The recent intimation from Ottawa that the shell orders in Canada are to be on a much broader basis in the future indicates the spread of the munitions industry to still wider fields, and an attendant increased demand for mechanics' tools, in which line the hardware trade has been doing a thriving busines for some months.

Seasonable Lines. — Although the "break-up" is still being delayed by unusually open weather, there is a fair demand for winter lines; but it is felt that thi swill be very much improved, especially in the city, by the arrival of a cold snap. There are indications that the people are delaying purchases until the last moment, and that the retailers are following their example.

Stoves.—The continued open weather has interfered to some extent with the demand for stoves in the city, although the satisfactory movement to outside points continues. It is expected that a cold snap, which cannot be much longer delayed, will have the effect of bringing a rush demand in Montreal and the other provincial cities.

Utensils.—The demand for utensils is very fair, all things considered. The advance in aluminum, galvanized copper and some other wares has had the effect of increasing the popularity of enameled ware, and for this there is now a very steady and strong demand—and it promises to continue, at least until the metal markets right themselves.

TORONTO

TORONTO, Nov. 5.—October was a very satisfactory month for local hardware jobbers. Although the open weather had a tendency to hold back the buying of regular fall and early winter lines, there was a prolonged demand for late summer goods.

The advent of cold weather will cause a rush for early winter lines. Price changes are numerous this week and further important changes are predicted.

Iron and Steel

Although several advances were referred to in last week's issue it is stated on good authority that several further changes would take place in the very near future. Bar iron, angles, refined iron, horeshoe iron, sleigh shoe steel tire steel, and other lines will be advanced in price.

Extraordinary activity prevails in the steel market and the demand for steel for munitions continues to increase. The production of steel rounds has reached a heavy tonnage and mills have all the business they can handle. The Algoma Steel Co. is the latest concern to take up this class of work, they having secured an order through J. P. Morgan & Co. for 30,000 tons of rounds, while other contracts involving 20,000 tons of rounds have been closed. The contracts for the larger calibre shells, which will be placed shortly, will call for a considerable increased production of steel.

Conditions in the galvanized sheet trade are still somewhat unsettled. Owing to the increase in the price of black sheets and the possibility of higher prices for spelter, galvanized sheets have an upward tendency, although there is no change in prices to be noted this week. Black sheets are strong, No. 28 gauge being firmly held at $2.10 Pittsburg basis for early delivery, and mills are refusing to sell for extended shipments. Local prices are shown in current quotations.

The steel trade in the States is in a very satisfactory condition. There is no abatement in the demand for various lines of steel, which is in excess of the producing capacity of the mills. Makers are still unable to meet the heavy demand for large rounds for shells, and the mill capacity is sold up months ahead. In addition to steel rounds, there is a good export demand for barb wire, forging billets, blooms and wire rods. The continued heavy demand for billets is forcing prices upward. Bessemers billets are now quoted at $25, open-hearth billets $26, and forging billets $40 base f.o.b. Pittsburg.

Metals

The market is holding steady, and, with the exception of an advance in tin and lead there are no price changes to note. The copper market is still quiet, and the buying movement has not started, although it is anticipated that there will be one shortly. Spelter is higher in London, but unchanged locally. The antimony situation is unchanged, and prices are holding firm. There is a continued scarcity of aluminum, and supplies of this metal are almost unobtainable. The situation in the metal market locally is unchanged, and trade reports show business as being brisk in metals for munitions.

Tin.—A more active demand for spot and near-by tin has had a favorable effect on the market. There is, however, no improvement in actual consumption and so change in the visible supply. It is doubtful, therefore, if the advance is justified by conditions. Tin has advanced 2c, and is now quoted at 39c to 40c per pound.

Copper.—There is no change in the situation; the market is quiet, and there is little business doing. It is reported that producers are in control of the market—which indicates a possibility of higher prices. Local quotations are firm and unchanged at 19½c per pound.

Spelter.—The London market has advanced, but it has not affected New York except to make that market firmer. The market is uncertain, and consumers are inclined to defer buying, except those making munitions, until the situation clears up. There is every possibility that the demand for spelter for galvanizing will increase, as the substitutes which have been tried have not proved a success, and there is also a possibility of the demand for sheets increasing.

Local prices of spelter are unchanged and firm at 17½c per pound.

Antimony.—There is no improvement to be recorded in the market for antimony, which is under the control, for all practical purposes, of the British Government. There is a tremendous demand for this metal, and English makers have practically ceased to export any except to the Dominions, and then only for munitions. Quotations are firm and unchanged at 35c per pound.

Lead

The demand for lead has improved and following advances in the States, local quotations have advanced ¼c per lb. making local quotations 6¼c to 6½c per pound.

Wire

Wire rods are still high with prospects of further advances in price. Prospects at present indicate even higher prices on wire products than those which have recently gone into effect. Wire nails are still quoted at $2.55 per keg.

Roofing Felt

Higher prices are being quoted by local jobbers on roofing felt, the 7, 10, and 16-oz lines being affected. The shortage of wool rags and also the high price which is asked for wool rags which enter very largely into the manufacture of roofing felt is said to be the cause for the advance. Toronto price is now $2.20 per 100 lbs. per roll as against $2.10 per 100 lbs. formerly.

Black Wire Cloth

The prices which are being quoted on black wire cloth for spring delivery are expected to be withdrawn at any time The remarkable advances on all wire products makes this prediction more than likely, as present costs of raw material would not permit the price of black wire cloth to be offered at the present quotations.

Rope

A fair volume of business is being transacted by the local jobbers. Prices are unchanged but are very firm at the figures shown in the current quotations.

Pipe

The prospects for future prices on pipe, both wrought and galvanized, are that they will advance. The increased costs of raw materials will probably cause an advance. Nothing definite is known at the present time but it is altogether likely that the advances will be forthcoming in a short time.

Twines

The prediction in last week's issue that twines were likely to be advanced in price has proven correct. The prices on cotton wrapping twines have not yet been adjusted but other twines have advanced as also finished cotton twine. Three cents per pound is the advance on finished cotton twine, while hemp, dry box, and jute baling twines have advanced one cent per pound. The reason for the advance in the price of these lines is that hemp is very hard to procure. Russian ports are said to be loaded with stocks of hemp ready for export, but are unable to get away with them.

Oakum

The price of oakum is again receiving attention and plumber's oakum has been advanced 25c per 100 lbs. The demand for oakum has improved of late.

Stoves and Heaters

Stove manufacturers state that business is only fair, all things considered. They realize that the weather has been responsible for the slow demand in heaters, but that this has been offset to some extent by a good demand for better class ranges. The farmers seem to be buying a more substantial range than they have in previous years. Furnaces are moving slowly, the country trade are buying more than was expected, while the city trade calls for more repairs than new furnaces.

Tee and Strap Hinges

The prices of tee and strap hinges have been advanced and a re-adjustment of prices has gone into effect. The following list represents the prices being quoted on the Toronto markets:

Heavy—	Strap.	Tee.
4-inch doz. pairs	$1.14	$0.96
5-inch doz. pairs	1.38	1.11
6-inch doz. pairs	1.50	1.14
8-inch doz. pairs	2.04	1.53
10-inch doz. pairs	3.60	2.52
12-inch doz. pairs	4.51	4.14
14-inch doz. pairs	5.10	4.54
Light—		
3-inch doz. pairs	0.30	0.30
4-inch doz. pairs	0.36	0.33
5-inch doz. pairs	0,42	0.39
6-inch doz. pairs	0.51	0.45
8-inch doz. pairs	0.75	0.54
10-inch doz. pairs	1.05	0.71
12-inch doz. pairs	1.80	1.35
14-inch doz. pairs	...	1.65

These figures cover a discount of 70 per cent. on light and 40 per cent. on heavy off list.

Waste

It was stated in last week's issue that an advance in the price of waste was expected. The advance is now in effect on the local markets, the advance bein ½c a pound in the majority of the lines quoted. The demand for coarser goods such as tents, duck, etc., are responsible to a large extent for the recent increase in the cost of waste as the coarse threads which are used in the manufacture of waste are being used for the lines mentioned above. Present prices are shown in the current quotations.

Pitch

A shortage of pitch on the Canadian market has been responsible for an advance of 50c per barrel.

A large export trade in pitch is being done from the American markets which has its usual reaction on the local markets. Black and green pine pitch are similarly affected. Local houses quote as follows:

Pine, black, per barrel	$4.75
Pine, green, per barrel	5.25

LONDON

LONDON, Ont., Nov. 5.—Business among the local jobbers has been fair during the past week. Colder weather is helping to improve the sale of fall lines, although real cool weather is desired to place business on a good footing.

The sale of fall lines has been unsatisfactory on account of the late season, but it is expected that a reaction will occur with the advent of cooler weather. There are fewer price changes to note this week. The price of turpentine seems very unsteady and a further advance is reported on the local markets. Tarred felt advances, and several lines of shot-guns have had price adjustments.

Linseed Oil

The price of linseed oil is still firm. A very poor demand is noticed by local jobbers. It is not likely that the demand will improve until a lower level has been reached.

Present prices are as follows:

	Per gal. Raw	Boiled
1 to 2 barrels	77c	80c
3 to 5 barrels	76c	79c
6 to 9 barrels	74c	77c

White Lead

A fair volume of business is being done by local jobbers in white lead. The price is holding firm. Quotations at $9.50 per 100 lbs. in ton lots being the base.

Turpentine

A further advance of 2c per gallon is in effect on the local markets. This places turpentine at the fairly high price of 82c per Imp. gal.

The primary markets are very unsettled and it is suggested in some quarters that manipulation is the cause for the present condition of the turpentine market. Present prices are as follows:

	Per Imp. Gal.
1 barrel lots	82c
2 to 4 barrel lots	81c
5 gal. lots	89c

Rope

Rope prices are being maintained and fair business is being transacted by local jobbers. The following prices are general on the London markets:

	Lb. base
Pure Manila	16c
British Manila	13½c
African hemp	13½c
Sisal	11½c

Tarred Felt

Tarred felt in rolls has advanced 10c per 100 lbs. This increase makes quotations on 7, 10, and 16-oz. tarred felt at $2.20 per 100 lbs. as against $2.10 formerly. A good demand for tarred felt is experienced by the local jobbers.

Glass

There is some improvement shown in the sale of glass. Recently the demand has increased in big proportions as the majority of the retailers had very light stocks and had to stock up to meet the regular fall demands. The following discounts are general:

Single diamond	20%
Double diamond	20%
Cut light	20%

Fence Wire

Recent advances have had a bad effect on the sale of various lines of fence wire. There has been a noticeable falling off in the demand owing to the high prices. Following are the prices quoted by the local houses:

	Per 100 lbs.
Barb	$3.35
No. 9 galvanized	2.95
No. 12 galvanized	3.10
No. 13 galvanized	3.20
No. 9 coil spring	3.00
No. 10 O and A	2.91
No. 11 O and A	2.97
No. 12 O and A	3.05

Guns Advance

Several lines of arms have recently advanced in price and to meet the increased prices on these lines the prices of Savage, Remington and Winchester shotguns have been adjusted. A 5 per cent. advance is general on these three lines.

Fence Staples

The recent advances which have affected the sale of fence wire have likewise affected the sale of fence staples and a decided falling off in demand is noticed.

	Per 100 lbs.
Galv. kegs	$3.85
Galv. 25-lb. boxes	4.10
Bright, kegs	3.00
Bright, 25-lb. boxes	3.25

Sash Cord

Sash cord has also been more active of late and fairly good business has been transacted by local jobbers.

The following prices are general on the local markets.

Nos. 8, 9, 10, 12	27½c lb.
No. 7	28c lb.
No. 6	29c lb.

WINNIPEG

WINNIPEG, Nov. 4, 1915.—The first figures obtainable for October sales indicate a considerable increase was made over last year's figures, and prospects for this month are bright for a corresponding or even better increase than shown above. Outside of a few districts the weather has been exceptionally good and threshing is progressing at a remarkably fast rate.

Seasonable lines which have commenced to move quite freely are skates, snow shoes, hockey sticks, boxing gloves, cutlery and plated ware, and cut glass. Merchants are buying Christmas goods quite freely, and now is the time to arrange for getting supplies on hand, and arranging for show cases and show windows. The tendency during the past two or three years has been to buy useful Christmas presents, and it is surprising to note how quickly the hardware store has come to the front in supplying this demand. There are innumerable lines which the hardwareman can carry, and which belong in the hardware store. Among these are silver-plated ware, electric irons, electric grills, toys, hockey skates and sticks, playing cards, game boards, pocket knives, razors and shaving accessories. Good displays can be made of these lines, and they are selling freely.

Booking Orders

Booking orders for woven fencing wire nails, barbed wire, screen wire cloth, screen doors, etc., are coming in quite freely, which would seem to indicate that merchants hold a very optimistic view regarding prospects for next year. All lines of wire products are advancing, and latest advices last week contain notice of these changes which we make mention of more in detail at this time. Annealed wire has advanced 15c per 100 lbs., and ruling prices are given herewith:

Wire, Annealed—

0-9, $3.15; 10, $3.21; 11, $3.17; 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

Bright tinners' wire has also taken an advance, and prices below show how this line has been affected.

Bright Tinners' Wire—	Per 100 lbs.
Base 3—9 ga.	$3.50
10 ga.	3.56
11 ga.	3.62
12 ga.	3.70
13 ga.	3.80
14 ga.	3.90
15 ga.	4.05
16 ga.	4.20

Wire staples are quoted at $3.45 Winnipeg and $3.05 Fort William. Wire nails are quoted at $3.15 Winnipeg and $2.75 Fort William. Turpentine advanced 6c per gallon, making the price to-day 81c.

With regard to the above advances in wire and steel, latest advices would indicate that not only are further advances to be made, but deliveries are somewhat of a problem, and one New York agent, in reporting on the steel situation, writes as follows:

"Steel Deliveries.—Too much emphasis cannot be placed upon the seriousness of to-day's situation as respects deliveries on steel products, and the fact that this is growing worse, with indications of a real serious shortage of basic steel, which will probably affect all lines of semi-finished and finished products made from steel. The outlook to-day is for a fancy price market by the first of the year, with increasing difficulty in securing shipments. The threatened British embargo on steel will put more pressure on American mills, who now are turning down premium offers for quick delivery. The demand for war purposes and export is increasing each month and at prices that show considerably more profit than domestic business. Do not neglect to anticipate requirements and specify as far ahead as possible. From present indications to-day's prices will be a good purchase for the first half of 1916."

Hardware and Metal last week gave a very clear statement dealing with the upward trend of iron and steel, and it will be well worth anyone's while to read this article carefully.

HANDLING CHARGE ACCOUNTS

(Continued from page 31.)

alphabetically. For example let us say that Blank's Mill has made four purchases during the day, all at different times, and the numbers of the sheets on which the entries are made are: No's 5,200, 5,203, 5,208, 5,213. The sheets are all filed alphabetically and in order according to number.

The total of sheet 5,200 is carried forward to sheet 5,203, from there to sheet 5,208, and then to sheet 5,213, the last charge against Blank's Mill during the day. The grand total is then carried to the ledger and entered under the number of entry No. 5,213.

It will be noted that under this the file of original charges all numbered, and arranged alphabetically takes the place of a day book.

The invoices (reproduction of invoice form is shown in Fig. 2), are made from the original charges. Invoices are sent out semi-weekly.

Statements are made out monthly. A reproduction of the statement form is shown in Fig. 3.

Nelson Mills, vice-president and general manager of the company, states that the system in use has proved a very satisfactory one. A number of other systems used by retailers will appear in succeeding issues.

WEEKLY PAINT DEPARTMENT

The Naval Store Situation

Meteoric Advance in Price of Turpentine—Production Two-Thirds of Former Years—Will U. S. Prohibit Exports—An American View of Situation.

MANY merchants have been rather perplexed by the sensational advances which have taken place in the price of turpentine during the past two weeks. An advance of approximately sixteen cents per gallon in two weeks' time has made the trade set up and take notice, and many theories have been advanced in explanation of the upward trend of the price of "turps." Some paint men claim that the sudden and rapid advance has been due to manipulation. Others claim that there is a shortage of supplies in the primary markets, while a few claim that the advance is due to a big demand from Europe not previously anticipated. As is well known in Canada, the trade in this country is dependent upon the United States for supplies. Prior to the war, turpentine was on the free list—admitted to Canada free of duty—but since the tariff changes went into effect some time ago, and the free list was practically abolished, turpentine has been subject to a duty of 7½ per cent.

This 7½ per cent. tax, together with the fact that in Canada turpentine is sold per Imperial gallon while in the United States the price per gallon is for wine measure, there is a big spread between United States and Canadian prices even after transportation charges, etc., have been allowed for.

The three primary markets of the United States are Savannah, Pensacola and Jacksonville. Recently it has been predicted that in a few months time there will be a great scarcity of both turpentine and rosin in the United States. It is claimed that the consumption for the season is far above the production.

A representative of the Paint, Oil and Drug Review and American Journal, in writing from Pensacola, Fla., towards the end of October, stated that:

The sustained increase in naval stores for the past two weeks, the strong demand as evidenced by sales and the increased activity as noted at the three primary markets of the country, Savannah, Pensacola and Jacksonville, indicates that consumers at last are beginning to realize that consumption for the season is far above production and that it will be only a month or two, three months at the very limit when there will be neither rosin or turpentine in the United States.

Statistically the naval stores market has never been better. It has occupied this position all the year, but producers, factors, buyers and financiers seemed to judge the situation as in former years, when the crop was immense, and apparently waited for the remainder of the crop to be sent to market. Two weeks or more ago they seemed to awake to a realization of the fact that the season, so far advanced that four-fifths of the crop had been marketed, had produced only about two-thirds of former years, that Europe, supposed to be in such a position that buyers were holding aloof, had consumed and is consuming a quantity of turpentine and rosin almost equal to previous years and that consumption in the United States each day was in excess of receipts. This is the predicament that faces the consumers to-day, and a meteoric rise of both spirits and rosin is the forecast for the immediate future. The situation developed slowly, so slowly in fact that producers and factors themselves, in a somewhat demoralized state for the past two years, did not realize it. Then figures were compiled of stocks held at the three markets. These showed that on April 1, when the new crop began to reach the market, the stocks of both spirits and rosin were considerably in excess of those on hand to-day, despite the fact that each day witnessed the arrival of the product. Statisticians compiled an estimate of the unmarketed crops and found very small quantities in the woods. The "scraping" crop was then looked into and similar condition found, for the producers, reluctant to lease new stumpage, had boxed small trees from which no "scrapings" would be secured.

Looking over the entire producing section, estimating the consumption, compiling reliable statistics of all ports, their receipts, stocks and consumption, it can readily be seen that at the present rate of consumption there will not be a pound of rosin or a pint of spirits in the United States by Feb. 15, 1916. Should the United States prohibit the exportation of the product, and the estimate of the amount of stock held in the woods be even 20 per cent. smaller that is really held, the United States will be depleted of both rosin and turpentine by April 1.

Operators and factors have just begun to realize this fact. Buyers, too, apparently, are taking the same view, for the are rushing the markets in the hope of securing sufficient stock to supply their needs before the real situation dawns upon others. A steady climb of spirits and all grades of rosin has resulted. From $2.85 to $2.90 the lower grades have advanced to $3.75 and $3.80, while the pales have shown a corresponding advance.

Several weeks ago it was thought that Europe, having exported at the rate of twenty thousand barrels of rosin and considerable spirits, per month, had filled its needs, that the French production would be sufficient to supply England as well, and Germany was unable to buy because it could not be delivered. Letters from firms, some of which have been in business for half a century, state that in France the exportation of the rosin and turpentine is prohibited and that England will be a stronger and heavier bidder in the future, while one German firm says that Germany already is buying, because they realize, there, that with the end of the war prices will soar. Stocks are being purchased and held by German firms. At the present any grade of

THE TURPENTINE SITUATION

Although despatches from the United States predict a scarcity of turpentine it is well known that at least some Canadian firms have fairly large stocks of turpentine on hand. These stocks were purchased some time ago when prices were much lower than they are at the present time. A wide range of prices is being quoted in some centres as shown in the weekly paint market reports.

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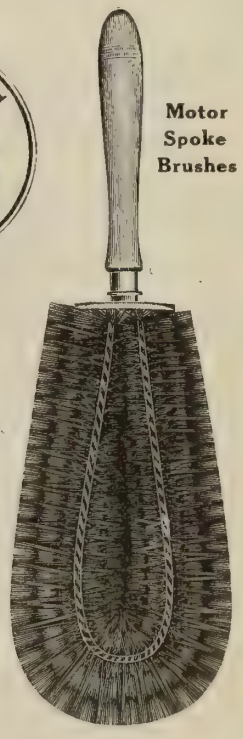

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rosin in that country brings $42 per barrel. The depleted stocks are, therefore, reflected, and if Germany buys to any extent before the end of the present season it will mean that the United States will be without rosin and turpentine much sooner than had been estimated.

What the real situation is can be gleaned from the following figures of receipts and stocks at the three ports:

RECEIPTS—TURPENTINE

	This Year	Last Year
Savannah	73,410	104,888
Jacksonville	74,024	81,888
Pensacola	44,828	55,969
Total	192,262	242,745

ROSIN—RECEIPTS

	This Year	Last Year
Savannah	223,884	295,150
Jacksonville	209,455	219,468
Pensacola	119,964	159,268
Totals	553,303	673,886

STOCKS—TURPENTINE

Savannah	26,717	10,737	22,666
Jacksonville	28,027	22,627	15,959
*Pensacola	27,500	19,368	16,321
Totals	82,244	52,732	54,583

STOCKS—ROSIN

	Oct. 16 '14	Oct. 16 '15	Apr. 1, '15
Savannah	108,764	59,848	105,746
Jacksonville	106,247	85,275	96,756
*Pensacola	136,000	91,568	107,400
Totals	350,993	236,691	309,589

*Unofficial.

WINDOW GLASS OUTLOOK

OWING to the fact that the Canadian trade is dependent almost entirely upon American manufacturers for present supplies of window glass, any developments which take place in the American market are particularly interesting to Canadian dealers. A number of conferences were recently held at Pittsburg, Pa.

But for the intervention of the European war the window glass trade in America might have been ruined by the Democratic party's smashing of the protective tariff, according to the opinion of many glass manufacturers in attendance at the annual autumn meeting of their national association in the Fort Pitt hotel recently and reported in the Paint, Oil and Drug Review.

Until the Democratic party took over the reins of national government this vast business prospered under the broad wing of a substantial Republican tariff. When the Wilson policy of low tariff went into effect a severe blow was delivered the window glass industry. Belgium was making 9,000,000 boxes of window glass a year, which was 1,000,000 in excess of that made by the American manufacturers. Then, too, 500,000 boxes of the Belgian output were coming into America. With those conditions existing, the great Republican tariff wall was practically demolished by the Democratic regime and window glass manufacturers throughout the United States were left dazed and helpless.

Then came the war. Belgium promptly lost the "world's championship" at window glass making. France, which was America's other keenest competitor, with most of her factories in the northern part of her territory, became involved and she promptly dropped out of the race. In addition to having ceased as window glass producers, the warring countries themselves are doing all in their power to create a market for the American manufacturer by "smashing every window pane" that they can train their guns on, is the word of one of the American makers at Thursday's important conference.

"With the outbreak of the war," said J. R. Johnston, secretary of the National Association of Window Glass Manufacturers, "the Democratic low tariff was not given a chance really to show what havoc it could raise among American window glass men. Most of us believe the havoc would have been terrific. Today the outlook for our industry is brilliant. China and South America must have window glass. Belgium and France heretofore have had a monopoly of the business of those countries. It is up to America to supply the demands now. Not only that, but Belgium herself, her window glass factories now paralized, must have our product. France, Great Britain, Italy, Germany, Austria, in fact the entire old world must turn to America now for window glass. Then, too, American consumers must use American-made window glass."

This year's working period will be from November 1 to May 29, whereas last year's was from Oct. 27 to May 28.

GOING AFTER BRUSH TRADE

Selling Brushes to Master Painters

A good stock of brushes will help a hardware man to build up a business with master painters; but unless a complete line is carried it is useless to look for brush trade in this quarter. Brush manufacturers as a rule do not care to sell direct to painters, but if the hardware man will not put in a fair stock, and the painter goes to the brush manufacturer, it is hard for the latter to refuse to supply the painter with goods. In some places the hardware men make a bid for the lead, color and oil trade of the master painter by supplying him with brushes at close prices, or by giving the local painter an opportunity to select what he wants from the traveler's samples when the salesman visits the town.

The brush trade must be cultivated just as assiduously as the paint or any other branch of trade, and dealers who neglect it or do not carry the stock can hardly expect to get the business.

WEEKLY PAINT MARKET

(Continued from page 54.)

have been very unsteady, advances and declines both, featuring the Southern markets. It is thought in some quarters that lower prices will take effect at an early date, as the demand has practically dropped off altogether. The following range of prices covers the local quotations:

	Per Imp. Gal.
1 barrel lots	76c to 82c
2 to 4 barrel lots	75c to 81c
5-gal. lots	83c to 89c

White Lead

The demand for white lead has improved of late and fairly large shipments have been made by local houses. The price remains firm at the base price of $9.60 per 100 lbs. in ton lots, with 30c per 100 lbs. added for less than ton lots.

Benzine

The price of benzine has advanced considerably during the week. Benzine is now quoted at 25½c per gal. in barrels, as against a price of 18 cents two weeks ago. There is no explanation given for the sharp advances which have taken place in the price of benzine.

Gasoline

Gasoline has again advanced in price. Our prediction in last week's issue that higher prices could be looked for have proved correct. A shortage exists on the U.S. markets and the prolonged open weather has kept the demand up to a certain point, which has also had the effect of firming up the market. The following prices are general on the Toronto market:

	Per Gal.
Any quantity, in barrels	23c
Drums (40-gal.)	21c
Tank wagon	19½c

Glass

The glass situation remains unchanged. Quotations are being maintained by the majority of the trade, but one or two smaller outside firms have started a series of cut prices. This is not expected to last, as it is said that these firms cannot fill complete orders of all sizes and will soon have depleted stocks.

Putty

The demand for putty has improved among the local dealers. While the improvement does not resemble a boom, it is distinctly noticeable among the jobbers, as the demand for putty has been dormant for some time. The following prices are ruling on the local markets:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

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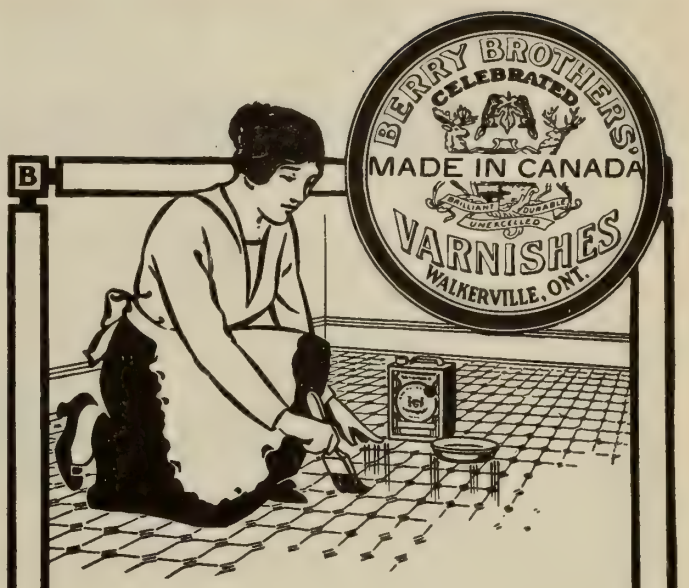
Walter Woods & Co.
Hamilton Winnipeg



A handsome floor deserves a handsome finish.

DON'T you often have customers ask your advice as to what to use on their floors? You can safely recommend

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

This makes a handsome smooth lustre, that resists hard wear and is kept in perfect order by the occasional use of a floor map.

LUXEBERRY WHITE ENAMEL
Whitest White · *Stays White*

This makes the finest white interior economical possible. Makes a full, permanent, snow-white finish that is durable and washable. We have a special varnish for every possible need.

Write for price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Incorporated
World's Largest Varnish Makers
Established 1856
Walkerville, Ontario

(175)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 5. — While there has been a much better tone to the paint market since the establishment of the new schedule for the fall campaign, and the attendant clearing of unsettled conditions, it is yet early to report definite results in the placing of orders. Most of the manufacturers put their travellers out at the commencement of the week and while their last reports indicated that stocks in the hands of dealers were very low and that orders were being held up in view of the expected reduction, it yet remains for the actual returns to show how the new prices have been accepted.

Undoubtedly the trade had been looking for more substantial reductions and the makers had also expected that more important concessions could be made. However, the continued high position of zinc, the shortage of colors and the rise in turpentine and oil must be taken into consideration. And recently there has also been a firmer tendency in white lead, indicating that a reduction in that quarter is not to be expected immediately. Altogether there is material support for the contention that no reduction whatever was warranted in view of the cost of raw materials.

The outlook as to the future of the market indicates that the present level will be as teadily maintained as can be expected when the costs of ingredients are liable to be subject to violent fluctuation. In fact, the recent tendencies have been towards a higher rather than a lower basis.

Linseed Oil.—The movement in the linseed oil market is to still higher levels. Instead of the even basis of 72c and 75c for raw and boiled respectively, which was quoted last week, there is now a considerable range with the figures given at the bottom and likely to disappear if the present strength continues. On the other hand, figures as high as 77c and 80c for raw and boiled have been heard but these prices were only temporary and little business was done. The market is so unsettled and prices are fluctuating so rapidly that, with a comparatively small demand, it is difficult to regulate quotations as between what is warranted by the actual market and what a dealer may be prepared to take for supplies on hand. The following prices are a fair indication:

	Raw	Boiled
1 to 2 barrels	72c-73c	75c-76c
3 to 5 barrels	71c-72c	74c-75c
6 to 9 barrels	70c-71c	73c-74c

Turpentine.—When it is stated that mid-week quotations for turpentine in the Montreal trade covered a range of 10c a gallon as between the high and the low prices, it will be realized that the market is in a very unsettled condition. The fluctuation in original markets is emphasized by comparatively small demand and the tendency of some dealers to follow their own costs as a basis rather than the actual prices prevailing. However, as to the outside figures of the range mentioned they are certainly the exceptions, and a price half way between, say 72c, would give a better indication; the majority of figures given were between 75c and 77c. Reports as to strong and weak tendencies for the immediate future were conflicting.

White Lead.—Recent advances in the pig lead market have been accompanied by an increase of 25c a hundred on dry white lead. These advances have caused a firmer tendency in the market for lead in oil and have more than justified the course taken some weeks ago in making reductions of $1 when it was felt in some quarters that the cut should have been greater. Any prospects of lower quotations in the immediate future have thus been dispelled and additional strength has been given to the situation in mixed paints.

Zinc.—Conditions in the zinc market are still very unsettled. Hoped-for declines have not materialized and the indications are that prices are going to remain high while the war lasts owing to the heavy demand for munitions purposes.

Gasoline and Benzine.—Gasoline is on the jump. Following several advances in the past few weeks another increase has been made which takes the price in drums to 22c and in wood to 24c; the quotation for tank wagon remains the same at 20c, but this figure is likely to be raised immediately. On benzine the prices are 1c under all round. Coal oil quotations are unchanged.

Glass and Putty.—A fair demand for putty continues and some manufacturers report that they are still behind with their orders owing to the fact that, while consumption on the whole has not been up to normal, there has been a good business in the fall window trade. There is no change in the glass situation and demand is dull except for smaller window sizes.

TORONTO

TORONTO, Nov. 5.—The recent reduction in the price of ready-mixed paints has had a tendency to stimulate the demand and retailers are buying more freely. Some firms have put the reduced prices into effect as announced in last week's issue, while others still hold to their former prices and claim that the present cost of raw materials does not warrant a reduction in price. Linseed oil remains firm and turpentine is very unsteady. Benzine and gasoline have again advanced.

Linseed Oil

The situation in the linseed oil market is practically unchanged from that of a week ago. The movement of flax seed has improved a little, and Eastern crushers have received bigger shipments during the last week. American crushers are still busy buying spot seed in the Western Canadian markets, and this is a big factor in maintaining the price of linseed oil. It is anticipated that lower prices will be quoted very shortly, as local jobbers have fairly large stocks of oil on hand which they wish to dispose of, but realize that the stocks will not be reduced on the present system of buying, as it is practically all on the hand-to-mouth policy.

Prices on the local markets are as follows:

	Raw.	Boiled.
1 to 2 barrels....	77c	80c per gal.
3 to 5 barrels....	76c	79c per gal.
6 to 9 barrels....	74c	77c per gal.

10 barrels and over open.

Turpentine

The attitude of some of the local jobbers in regard to the recent advances in the price of turpentine is perplexing. The fact that the Savannah markets are very unsettled reflects a similar condition on the local markets. A range of prices is quoted, and it is known that fairly large stocks of turpentine are in the possession of some jobbers who are not holding out for speculator's prices. In some quarters the price has advanced 2c per gallon over the price of last week and is now quoted at 82c per gallon. The Savannah markets during the past week

(Continued on page 52.)

NOT "ON," BUT "IN"

Brandram's B.B. White Lead

is protective and durable, because when mixed with the right proportion of Linseed Oil, it penetrates the pores of the wood, holding on with thousands of tiny tentacles.

Instead of resting *on* the surface, it incorporates itself *with* it.

This characteristic is only true of WHITE LEAD when it is properly corroded and properly ground.

This property has made

Brandram's B.B. Genuine White Lead

the standard of the world.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 90%, pure, lb. 60
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long, rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 2 2short, smokeless, 40, 10 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½c.; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net. "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5%; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5% from list. Remington UM.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00, net extras, as follows, subject to cash discount only: Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car. 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz.... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit. doz. ... 12 50
Samson flooring axes No. 2, doz. 9 75

Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net 9 60
No. 3, doz. net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure. Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. — Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10, per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE	Montreal	Toronto
Single bbls., gal...	0 23	0 25½
Drums, gal.	0 21	....

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ p.c.
Tire Bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded....$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz... 21 60
Size 12x60 ins., doz. 6 50
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Jubilee 3 65
Victor (Glass) 4 25
Diamond King (Glass) ... 4 50
Western King (Enamel)... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3 p.c.
Creamery cans, 33 1-3 p.c.
Railway cans, 40 and 10 p.c.

Hands, delivery and creamery cans, 33 1-3 p.c.

Cream cans, 33 1-3 and 10 p.c.: with dome top, 15c extra. Retinned, 70 and 10 p.c. Plain, 70 and 20 p.c. Milk can trimmings, 17½ p.c.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. packeted, per doz..... 2 70
2 gal. jacketed, per doz..... 3 60
3 gal. jacketed, per doz..... 4 20
5 gal. jacketed, per doz..... 4 80
10 gal. jacketed, per doz..... 8 40

CEMENT AND FIREBRICK

Less than carload lots....		1 85
Portland, per bbl., carload lots, f.o.b. Toronto.	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English..	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. ... 0 05
25 lb. tins, per do., lb. 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils. per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in, $425 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40 p.c.; f.o.b Ottawa, Kingston and Montreal, 37½ pc.

CLEANERS (VACUUM)

Eureka, Electric, each.....$35 00

COPPER	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in....	30 50	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31 25	29 50
Copper sheet, tinned 14x60, 14 oz.	34 75	....
Copper sheet, planished, 14x60 base.	41 25	31 50
Braziers' in sheets, 6x4 base	30 50	29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl., $4.50
Refined coal tar, per bbl., 5.00

CRATES

Humpty-Dumpty, egg, doz., $4.00; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.00

CANADA PLATES. Montreal

	Assoc.	Ind.
Ordinary, 52 sheets.	3 25	3 15
All bright, 52 sheets	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES.

M.L.S. and Famous— Per box

IC, 14x20 base $8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25

Raven and Murex Grades—

IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00

"Allaway's Best" Standard Quality.

IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½ p.c.
Wood Drills, 42½ p.c.
Straight Shank Drills, 65 p.c.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest 8 You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

A price that makes first sales easy and a quality that ensures repeat orders

Painters vouch for Moore's House Colors because they work in unison with the brush, cover much surface, look well and are very durable.

No better time than now to get details re our very profitable proposition.

Drop us a card.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, Net, doz.	8 40	

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow	0 85
Pressed Steel	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 24
Drums	0 22
Tank wagon	0 20

Toronto.

Any quantity, in bbls.	23
Drums, 40 gal., per gal.	21
Tank wagon	19½

GLUE

Dreadnought, 13½c lb.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in.	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06½
Masons, 5 lbs. and over	0 06½
Napping, up to 2 lbs.	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 82
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.		$7 50
R. W. No. 117 P.D. Hanger full set		2 75
R. W. No. 321, per doz. pr.		14 40
Stearns wood track. Special.		
Zenith		9 00
Atlas, steel covered	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

	Strap.	Tee.
Heavy.		
4 in., doz. prs.	$1 14	$0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 51	4 14
14 in., doz. prs.	5 10	4 54
Light.		
3 in., doz. prs.	0 30	0 30
4 in., doz. prs.	0 36	0 53
5 in., doz. prs.	0 42	0 39
6 in., doz. prs.	0 51	0 45
8 in., doz. prs.	0 75	0 54
10 in., doz. prs.	0 75	0 54
10 in., doz. prs.	1 05	0 72
12 in., doz. prs.	1 80	1 35
14 in., doz. prs.	....	1 65

Heavy tee and strap discount, 40%.

Light tee and strap discount, 65 and 5%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 25
Over 20 in., per 100 lbs.	4 50
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.00; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; foe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Less 5% for full reels 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 20	2 25
Refined iron, per 100 lbs.	2 45	2 65
Horseshoe iron, per 100 lbs.	2 45	2 55
Norway iron	4 75	4 50
Mild steel	2 35	2 25
Sleigh shoe steel	2 40	2 35
Domestic	2 30	2 25
Reeled machinery steel	2 75	3 25
Tire steel	2 45	2 45
Toe calk steel	2 95	3 25
Mining cast steel, per lb.	0 07¾	0 08½
High speed steel, per lb.	1 50	1 50
Cammell Laird, lb.	....	0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 08½
Silver tool steel, lb.	0 13½	0 15

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 40%; Toronto, 35%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30, 26 gauge, case lots.	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator 18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$ 2 80	44 ft.	$ 8 36
24 ft.	3 36	48 ft.	11 52
28 ft.	3 92	52 ft.	12 48
32 ft.	5 12	56 ft.	16 24
36 ft.	5 76	60 ft.	17 40
40 ft.	7 60		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz.	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Prism globes	1 20
Cold blast, short ruby	2 00
Cold blast, common ruby	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 19
23-gauge, galv. metal lath	0 21

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft.	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A	"	4 25
B.T. Bonnie, style B	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2	"	6 00
B.T. Vollmar, No. 3	"	6 50

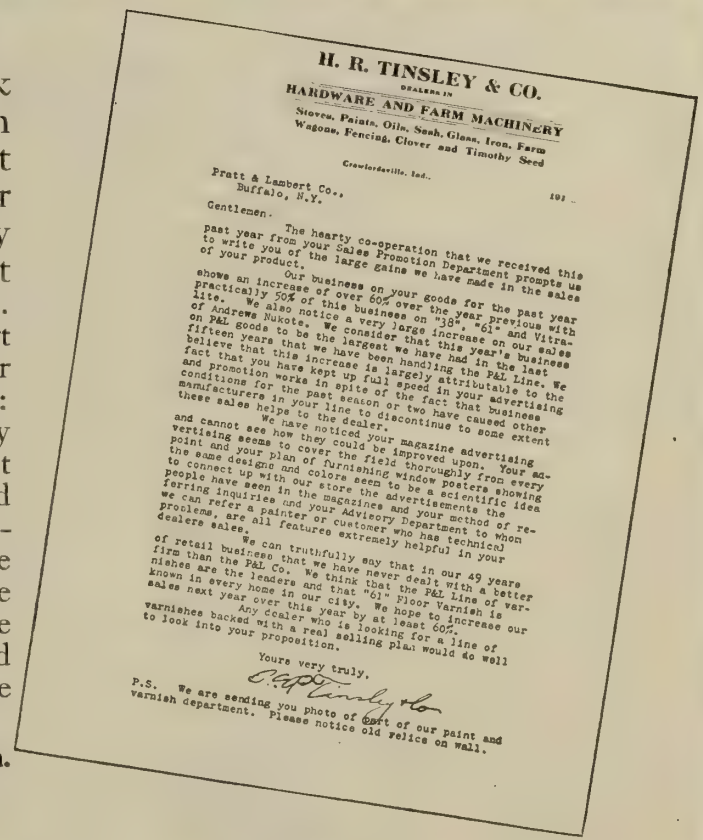
Small Town Dealers' Success

HERE is proof that Pratt & Lambert keep faith with their dealers—help them get Pratt & Lambert goods off their shelves, whether business generally is "looking up" or whether it is not so good. Last year H. R. Tinsley & Co. increased their sales on Pratt & Lambert Varnishes over 60 per cent. Read their letter. Here is part of what they say: "We believe that this increase is largely attributable to the fact that you have kept up full speed in your advertising and promotion work despite the fact that conditions for the past season or two have caused other manufacturers to discontinue to some extent these sales helps to the dealer." If you want to be associated with varnish manufacturers who are more than just fair weather friends

Write for Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc.

24 Courtwright St., Bridgeburg, Ontario



H. R. TINSLEY & CO.
DEALERS IN
HARDWARE AND FARM MACHINERY
Stoves, Paints, Oils, Sash, Glass, Iron, Farm Wagons, Fencing, Clover and Timothy Seed
Crawfordsville, Ind.

Pratt & Lambert Co.,
Buffalo, N.Y. 191

Gentlemen-

The hearty co-operation that we received this past year from your Sales Promotion Department prompts us to write you of the large gains we have made in the sales of your product.

Our business on your goods for the past year shows an increase of over 60% over the year previous with practically 50% of this business on "38", "61" and Vitralite. We also notice a very large increase on our sales of Andrews Nukote. We consider that this year's business on P&L goods to be the largest we have had in the last fifteen years that we have been handling the P&L Line. We believe that this increase is largely attributable to the fact that you have kept up full speed in your advertising and promotion works in spite of the fact that business conditions for the past season or two have caused other manufacturers in your line to discontinue to some extent these sales helps to the dealer.

We have noticed your magazine advertising and cannot see how they could be improved upon. Your advertising seems to cover the field thoroughly from every point and your plan of furnishing window posters showing the same designs and colors seem to be a scientific idea to connect up with our store the advertisements the people have seen in the magazines and your method of referring inquiries and your Advisory Department to whom we can refer a painter or customer who has technical problems, are all features extremely helpful in your dealers sales.

We can truthfully say that in our 49 years of retail business that we have never dealt with a better firm than the P&L Co. We think that the P&L Line of varnishes are the leaders and that "61" Floor Varnish is known in every home in our city. We hope to increase our sales next year over this year by at least 60%.

Any dealer who is looking for a line of varnishes backed with a real selling plan would do well to look into your proposition.

Youre very truly,

P.S. We are sending you photo of part of our paint and varnish department. Please notice old relics on wall.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.55 base; Montreal, $2.60 base; London, $2.55 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American)	10 00
New hemp (English)	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 13	0 13½
Royalite	0 13	0 14
Palacine	0 15½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton
Wrought iron, No. 2, $2 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 22	$ 3 69
½ in.	2 72	4 46
¾ in.	3 11	5 46
1 in.	4 59	8 08
1¼ in.	6 21	10 93
1½ in.	7 43	13 06
2 in.	9 99	17 58
2½ in.	15 80	27 79
3 in.	20 66	36 34
3½ in.	24 84	43 70
4 in.	29 43	51 78
Lapweld		
2 in.	$ 11 47	$ 19 06
2½ in.	16 38	28 37
3 in.	21 42	37 10
3½ in.	25 76	44 62
4 in.	30 52	52 87
4½ in.	38 10	64 14
5 in.	44 40	74 74
6 in.	57 60	96 96
7 in.	78 54	132 10
8 in.x25 lbs. per ft	82 50	138 75
8 in.x28 lbs. per ft.	85 04	159 84
9 in.	113 85	191 48
10 in.x32 lbs. per ft.	105 60	177 60
10 in.x40 lbs. per ft.	135 96	228 60

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10 50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)	$2 20
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Compo Certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10
Liquid roofing cement, per gal, in barrels	0 18
Roofing caps, per lb.	0 04¼
Roofing nails, per lb.	0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Basis (⅝ in. dia. and larger.)

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle	$ 3 50
L Handle	3 50

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge	3 00	2 75	2 50
12 gauge	3 00	2 80	2 55
14 gauge	2 85	2 60	2 55
16 gauge	2 85	2 55	2 35
18-20 gauge	2 85	2 60	2 50
22-24 gauge	2 85	2 70	2 55
26 gauge	2 95	2 75	2 60
28 gauge	3 00	2 80	2 75

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 35
22-24	5 45	5 30	5 45
26	5 70	5 45	5 70
28	5 95	5 75	5 95

Premier—14 gauge, $3.90; 16 gauge, $4.00; 18 to 20 gauge, $4.20; 22 and 24 gauge, $4.40; 26 U.S., $4.70; 28 U.S., $5.00; 10¾ oz., $5.25. F.O.B. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 45
16 gauge	4 55	3 65
18-20 gauge	4 75	3 85
22-24 gauge	4 85	4 25
26 gauge	4 95	4 40
28 gauge	5 45	4 60
10¾ ozs.	5 65	4 80

Add 25c for less than case lots.

Facts About Varnish

The Varnish gums used in Sherwin-Williams Varnishes are bought on the world's markets in such large quantities that we secure the choicest gums at rock-bottom prices, and enjoy other advantages in delivery, etc., which necessarily come only from buying in tremendous quantities.

All the linseed oil used in making our varnishes is pressed, filtered, and aged in our large Linseed Oil Mills in Montreal. The purity and quality of this important ingredient is constantly maintained to our exacting standard by means of the modern facilities we own.

In addition to the great care exercised in purchasing and supplying the raw materials of which our varnishes are made, the Sherwin-Williams Co. has large and modernly equipped varnish factories and storage warehouses, and skilled varnish makers whose knowledge in this particular line cannot be duplicated in Canada.

S-W varnishes are always of high, uniform quality, and perfectly adapted for the uses for which we recommend them.

There is, therefore, a great opportunity for paint and varnish dealers to build up a large and profitable varnish business with Sherwin-Williams Varnishes. Remember our leaders—Mar-not for floors, Scar-not for inside woodwork, Rexpar for severe outside exposure.

THE SHERWIN-WILLIAMS CO
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

BELT PERFECTION

Stitched Cotton Duck Belting Makes Business

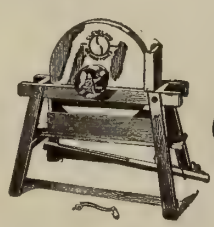
Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting; is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
Limited
HAMILTON - CANADA

The Only CLEVELAND GRINDSTONES Berea Grit

You know that Berea Grit is the best abrasive in the world. Then, why not sell the only grindstones which are made of it—the grindstones which are absolutely even in grit, specially selected for your customers—



Cleveland Grindstones

Sold only to Hardware and Implement Dealers.

Farmer's Special Model

Write for illustrated descriptions of the many models, and copy of our famous book, "How To Keep Mail Orders At Home." Tell us your jobber's name.

THE CLEVELAND STONE CO.
Leader-News Building - - Cleveland, Ohio

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops ...	50 and 5	45 and 5	
Hollow backs and sand...	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 33 cents.

SOLDER, WIPING

Acme 0 20
Commercial 0 21
Easy 0 20½
Star Extra 0 23
Strictly standard wiping. 0 23½

SPELTER

See weekly report.

STAPLES

	Per cwt. Montreal	Toronto
Fence staples, galv., in kegs	3 85	3 85
Fence staples, galv., 25-lb. boxes......	4 10	4 10
Fence staples, bright, in kegs...	3 00	3 00
Fence staples, bright, in 25-lb. boxes	3 25	3 10
Poultry netting staples, 10-lb. boxes	5 65	
Poultry netting staples, 25-lb. boxes	5 10	
Poultry netting staples, 100-lb. boxes............	4 85	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 23¼
3-ply 0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules

No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c.; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 33 1-3 p.c.
Copper tea and coffee pots, 33 1-3 p.c.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.

Canada, Diamond, Premier, 50 and 7½ p.c.

Pearl, Imperial and Colonial steel, 60 and 7½ p.c.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 40 p.c. off.

Enameled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Galvanized coal hods, 20%.

Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.

10-qt. flaring sap buckets, 33 1-3 p.c.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 20 p.c.

Coal hods, 33 1-3 p.c

WARE, STAMPED

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE Copper wire, 40 p.c.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.80; No. 4, $2.85; No. 15, $2.95.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.50 per 100 sq. ft.; in 50-ft. rolls, $1.55 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE)

	Per cwt. Toronto	Montreal
Barb	3 45	3 47½
No. 9, coil spring..	3 45	3 25
No. 9, plain galv...	3 15	3 20
No. 12, plain galv.	3 30	3 35
No. 13, plain galv..	3 45	3 45
O. & A., No. 10...	2 91	2 91
O. & A., No. 11...	2 97	2 97
O. & A., No. 12...	3 05	3 05

F.o.b. London; Base, $2.95; No. No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt.
No. 12 ....$ 3 20
No. 13 .... 3 30
No. 13½ 3 35
No. 14 .... 3 45
No. 15 .... 3 65

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

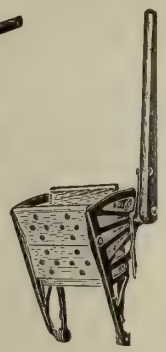
ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 20½	0 19
Part cask	0 21	0 20

THE WHITE MOP WRINGER

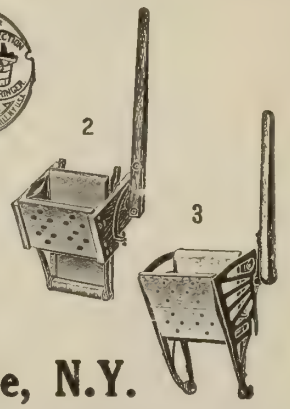
always bears this trade-mark

LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

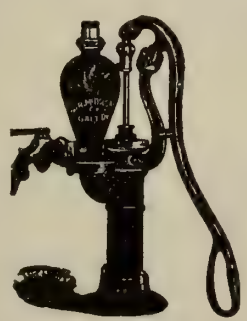


White Mop Wringer Co., Fultonville, N.Y.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



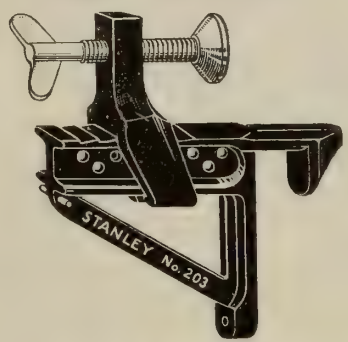
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

Stanley Tools



STANLEY BENCH BRACKET

No. 203

A tool that will immediately commend itself to the Carpenter, the Cabinet Maker, or in fact to any one occupied or interested in carpentry or woodworking of any kind where a bench is necessary.

It simply requires that one or more holes (not smaller than one inch) be bored in the front of the bench. The shape of the tool is such that when the jaw or nose is put through the hole, it is automatically held in place, and by means of the screw clamp, the board being worked upon is quickly and firmly secured.

The body of the Bracket is made of iron—japanned, and the clamp screw is strong, well threaded and nickel plated.

YOU WILL FIND THIS TO BE A GOOD SELLER. WRITE US FOR PRICES, ETC.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD.)
5 gal. lots, per gal., $1.10.

BEESWAX.
Per lb., 38c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES.

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 80

COATING.

Cement Coating	$2 55 2 40

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100-lb. kgs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 08
Italian red, 100 lb. kegs	0 04
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 14
Indian red	0 16
Chrome yellow, pure	0 22
Golden ochre, pure	0 15
French spruce ochre, pure	0 14
Chrome green, pure	0 11
French permanent green, pure	0 16
Signwriters' black, pure	0 21
Marine black, 25-lb. irons	0 06

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 28
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	
86 to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 80
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.
Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD
(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5 p.c.
James Genuine, $11.75 less than ton lots. Ton lots less 5 p.c.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C. P. Co. Decorators Pure	9 45	9 60
Crown and Anchor.	9 65	9 80
Elephant Genuine..	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	9 60
Painters' Perfect	9 65	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior.	8 95	9 10
Tiger Pure	9 75	9 90

Less than ton lots 30c per cwt. higher

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF (in Paste.)

lb. pkgs., 100 lb. lots	$19 00
½ lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 [illegible]
600 lb. casks, per 100 lbs.	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls. See weekly report

PAINTS PREPARED

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	0 09
2 lb. cans	0 09
5 lb. cans	0 09
10 lb. cans	0 08
25 lb. cans	0 07
100 lb. kegs	0 06
½ Barrels	0 06
Barrels	0 05

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 30c lb.; finest orange, 35c. lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
See weekly report for prices.		

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft stin finish	2 80
Creo-lac	0 85

VARNISHES

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil.. Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
"Dreadnought" paint and varnish remover	2 75
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish ½ pints, gross	9 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¾
Dark Colored	0 05¾

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells profits.

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25, 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 04

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.05 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots, $11.50.

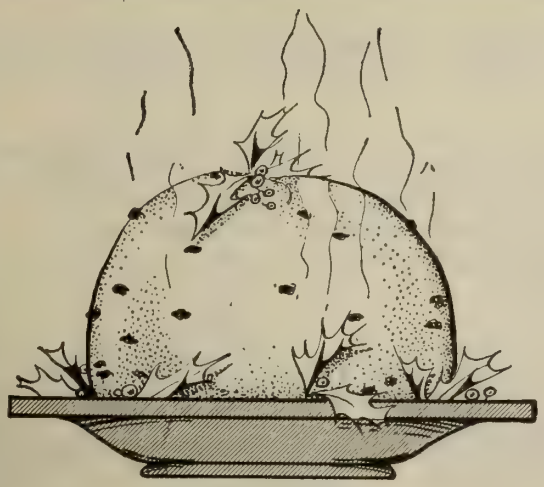
WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.15; 10, $3.21; 11, $3.17; 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

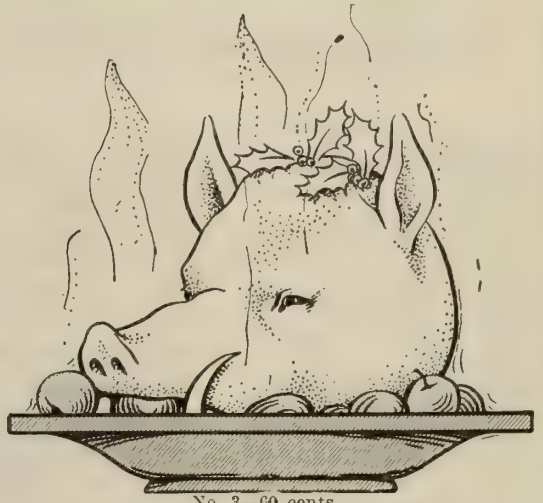
WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



No. 1—60 cents.

No. 2—40 cents.



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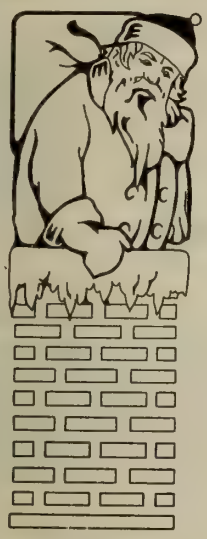

No. 4—50 cents.

No. 5—60 cents.

No. 6—40 cents

No. 8—40 cents.

These Cuts For Sale

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Electros will be forwarded carefully wrapped, postpaid, on receipt of price noted below each illustration.

If you order all the cuts shown on this page, it means an investment of only $5.40—and you own the cuts for use in future years. Remit price with order. Order by number.

HARDWARE & METAL, 143 University Ave., Toronto

No. 7—40 cents.

No. 9—40 cents.

No. 10—60 cents.

No. 11—50 cents.

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Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps.
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
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Gurney Foundry Co., Toronto.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.

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Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.
E. T. Wright Co., Ltd., Hamilton.

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Boeckh Bros. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
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American Broom Works, St. Basile, Que.
W. B. Bate & Co., Toronto.
Boeckh Bros. Co., Toronto.
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Pedlar People, Ltd., Oshawa.

Burlap.
G. F. Stephens & Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

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Canada Steel Goods Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

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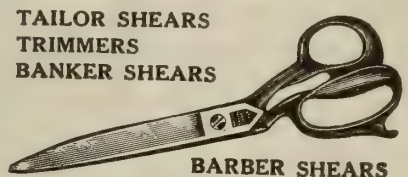

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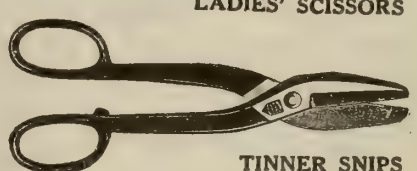

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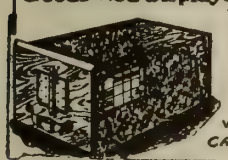

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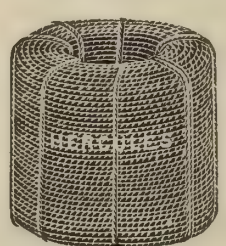

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

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Victor Saw Works, Hamilton, Ont.

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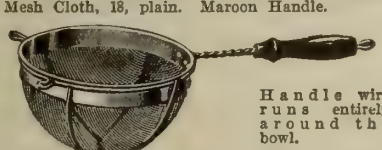

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Screen Door Sets.
The Stanley Works, New Britain, Conn.
Screw Plates.
Butterfield & Co., Rock Island, Que.
Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
Quality Tool Co., Montreal.
Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.
Scythes, Stones.
The Carborundum Co., Niagara Falls, New York.
Serving Dishes.
MacKenzie Bros., Winnipeg, Man.
Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.
Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Shelf Boxes.
Cameron & Campbell, Toronto.
Shellacs.
Berry Bros., Walkerville, Ont.
Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.
Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Silverware.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.
Singletrees.
MacKenzie Bros., Winnipeg, Man.
Skis.
Walter Dean, Toronto.
Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.
Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Spark Plugs.
Interstate Electric Novelty Co., Toronto.
Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Sporting Goods.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.
Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Springs.
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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
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A. Ramsay & Son Co., Montreal.
Stairs Shingle.
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Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.
Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
Staples.
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B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.
Staple Pullers.
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Soren Bros., Toronto.
Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.
Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.
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Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
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MacKenzie Bros., Winnipeg, Man.
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Butterfield & Co., Rock Island, Que.
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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
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Burrow, Stewart & Milne Co., Hamilton.
Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.
Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.
Switches, Electric.
Interstate Electric Novelty Co., Toronto.
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MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
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Lufkin Rule Co., Windsor, Ont.
Tea Kettles.
Soren Bros., Toronto.
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MacLean Publishing Co., Toronto.
Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.
Thimbles
Collins Mfg. Co., Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Tie Posts.
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Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
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Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Tin Plate.
A. C. Leslie & Co., Montreal.
Tinware.
Soren Bros., Toronto.
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Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.
Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.
Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Toboggans.
Walter Dean, Toronto.
Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.
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Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington and Cleveland.
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Richards-Wilcox Canadian Co., London, Ont.
Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.
Tool Handles and Lumbering Tools.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.
Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.
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Ontario Lantern & Lamp Co., Ltd., Hamilton.
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MacKenzie Bros., Winnipeg, Man.
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North Bros. Mfg. Co., Philadelphia, Pa.
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National Machinery & Supply Co., Ltd., Hamilton.
Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.
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Bird & Son, Hamilton, Ont.
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Meakins & Sons, Hamilton.
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Easy Washer Co., Toronto.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.
Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
J. H. Connor & Son, Ottawa, Ont.
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Wrought Washer Mfg. Co., Milwaukee.
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Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Water Bowls.
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Winnipeg Steel Granary & Culvert Co., Winnipeg.
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MacKenzie Bros., Winnipeg, Man.
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American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd. Montreal.
Miller, Morse Hdwe. Co., Winnipeg.
Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.
Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
The British Aluminium Co., Ltd., London, Eng.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.
Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Hutchins-Kilbourne Co., Buffalo, N.Y.
Wire Rope.
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Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.
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MacKenzie Bros., Winnipeg, Man.
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Boeckh Bros. Co., Toronto.
Walter Woods & Co., Hamilton.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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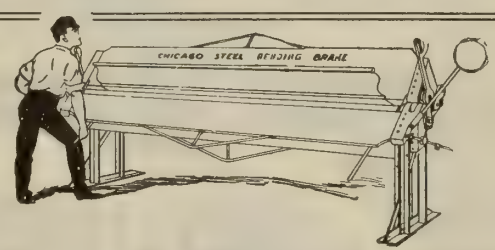

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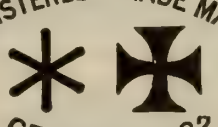
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James Hutton & Company
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RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

Addition to Electro Assortment

ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of fifteen cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal a few months ago, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.

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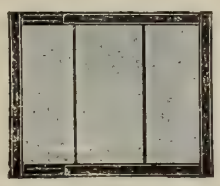
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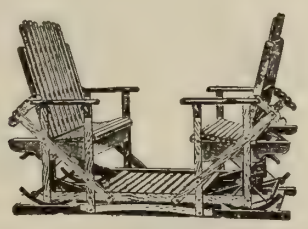
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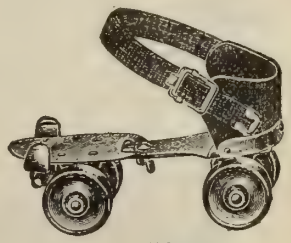
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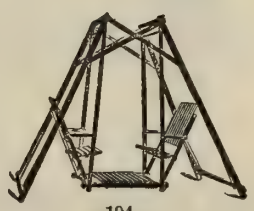
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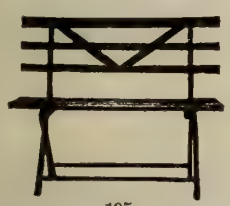
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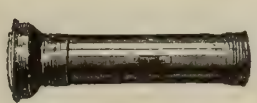
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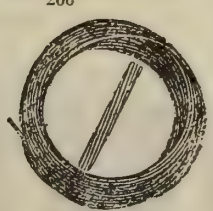
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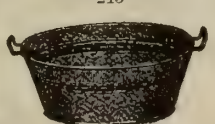
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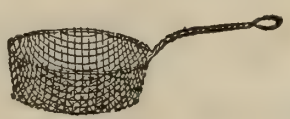
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"It is my opinion that for big game the Ross .280 Rifle is the best in the world."

B. K. Miller, Wild Rose, Wis., U.S.A.

Mr. Miller adds:—"I have hunted and fished in various parts of the world, including British East Africa, but I have never seen a gun the equal of the Ross .280 for big game."

Dealers find this rifle, which is enthusiastically praised by the keenest Canadian as well as American sportsmen, a valuable addition to their stock.

The Ross .303 Sporting Models are also very popular.

Their accuracy and reliability combined with their comparatively low price make them universal favourites.

Another good seller is the Ross .22 Cadet Rifle. It is adopted by the Government for Cadet Corps, and is a strong, reliable and accurate arm suitable for the roughest use on camp or trail.

ROSS RIFLE COMPANY - QUEBEC

CROSS CUT SAWS

We are making, at Hamilton, the most profitable line of Cross Cut Saws and Saws for all purposes that you can buy. Their quality insures a fair profit. That's the secret of our success and popularity. We have a book that describes all patterns. Write and ask for catalog "H M." Let us line you out on cost and resale prices and other details. We have a mighty interesting proposition for you.

ATKINS

Makers of Sterling Saws. Made in Canada.

E. C. ATKINS & CO.

Factory, HAMILTON, ONT. **Branch, 109 Powell St., VANCOUVER, B.C.**

Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fasts, etc.

Special prices on application

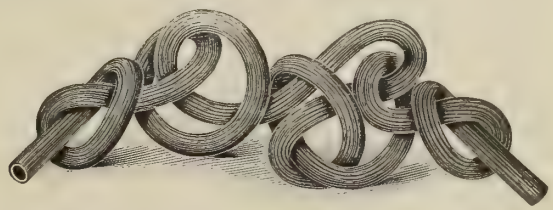
- - PROMPT SERVICE - -

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



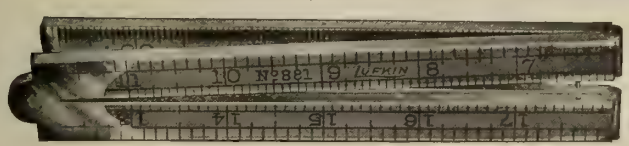
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

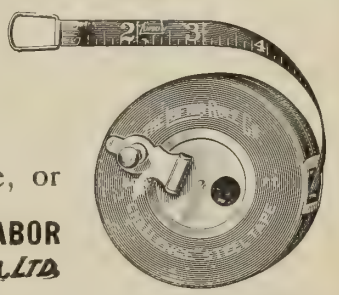
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

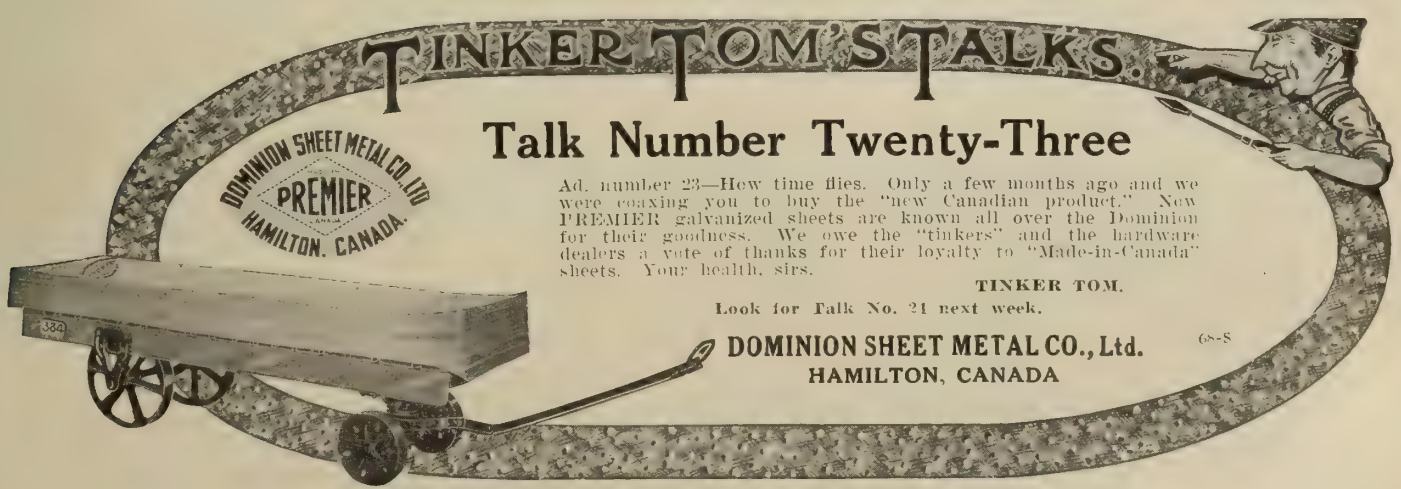
MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS



Talk Number Twenty-Three

Ad. number 23—How time flies. Only a few months ago and we were coaxing you to buy the "new Canadian product." Now PREMIER galvanized sheets are known all over the Dominion for their goodness. We owe the "tinkers" and the hardware dealers a vote of thanks for their loyalty to "Made-in-Canada" sheets. Your health, sirs.

TINKER TOM.

Look for Talk No. 24 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

68-S

Reasons why the Kyanize Line is a Profit Producer

KY-AN-IZE

IF *you* could ask individually the several thousand Kyanize dealers why they were enthusiastic over the sales and profits of their Kyanize Exclusive Agency, they would one and all tell you that—

Kyanize was the best varnish at the most reasonable price upon the market—and that

Kyanize had behind it from the factory the most consistent, the biggest, the most sales-producing *punch* ever given a dealer in a scientific, merchandising, co-operative way—

First, the product — the best varnish made at the most reasonable price.

Second, the Exclusive Agency—one dealer to a territory.

Third, the wonderful co-operative sales-help of the factory *behind* and *with* the dealer all the time.

Boston Varnish Company

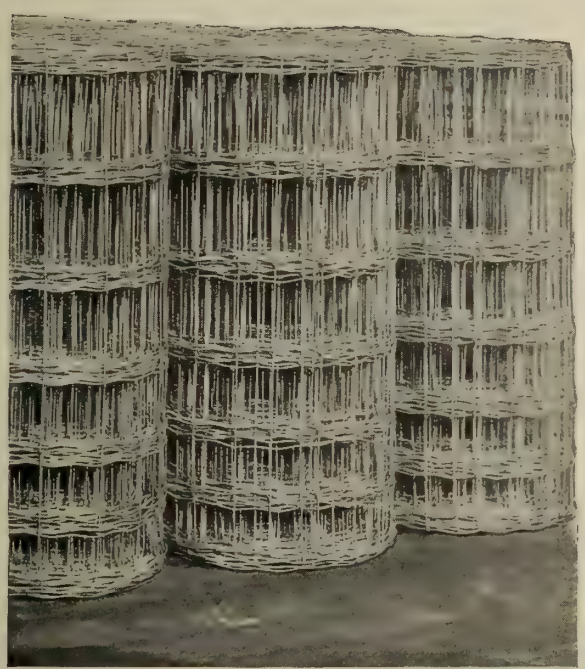
Everett Station, Boston, U. S. A.

CANADIAN DISTRIBUTORS: The J. H. Ashdown Hardware Co., Ltd., Calgary, Winnipeg, Saskatoon; Sturgeons Ltd, 91 Church St., Toronto; The E. Cavanaugh Co., Ltd., 935-945 Notre Dame St. West, Montreal.

HARDWARE AND METAL

Vol. XXVII No. 46 PUBLISHED EVERY SATURDAY SINCE 1888 THE MACLEAN PUBLISHING COMPANY, LIMITED November 13 1915

PUBLICATION OFFICE: TORONTO, CANADA



Frost Fence First

The "Men Who Know" Use "FROST" FENCE

FROST QUALITY means extra business to you, just as it has meant extra business to many other hardware merchants. B. E. French, Caledonia, Ontario, sold **seven** carloads the first year he held the exclusive agency for Frost products. In previous years his fence business was usually one car. We can give you just such actual proofs from nearly every section of the Province.

Moreover, we own and operate our own wire mills, the only complete wire drawing and galvanizing mills in Ontario. Frost products, right from the raw material to the finished fence, are made in such a way that the quality sticks out. You get service in after years as well as now.

IT IS THE ONLY FENCE THAT HAS LATERALS AND STAYS EVENLY SPACED AND LOCKS OR BINDINGS WHICH ARE REALLY SECURE

The "FROST" Fence and Frost Galvanized Gates will put you on a road to better sales the instant they enter your store.

Woven Wire Fence, Galvanized Gates, Ornamental Wire and Iron Fence, Coiled Wire, Staples and Supplies, Oiled and Annealed Wire, Hay Wire and Bale Ties. Write for 1916 prices and terms.

Made in Canada

Frost Wire Fence Company, Limited

HAMILTON, ONT. WINNIPEG, MAN.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

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MANUFACTURERS OF

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ALSO

Twisted Steel Bars for Reinforcing

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

"R-W" No. 240 Tackle Block and Wire Stretcher.

WIRE STRETCHERS

The "R-W" line includes several styles of Stretchers and Hoists, including Woven Wire Fence Stretchers.

AUTO HARDWARE

Some good opportunities here for all live hardware men.

No. 501 Tire Saver.
No. 100 Crackerjack.
No. 297 Shock Absorber.

"BULL DOG" JOIST HANGERS

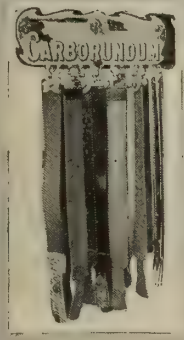
All steel, far superior to cast or malleable. All styles and sizes.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Boost Your Razor Strop Sales—Stock Up with Carborundum Razor Strops

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the strops sharpen and finish—bring the dull razor to an edge in a twinkling.



The hardware of the strops is new, novel, practical. ¶*Carborundum Strops appeal to every shaver and they will open the way to profits for you.*

WRITE ABOUT FREE DISPLAY CASE AND RACK OFFER.

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

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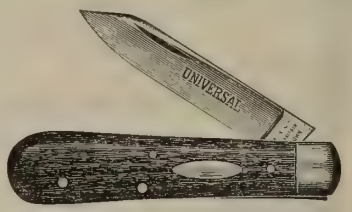
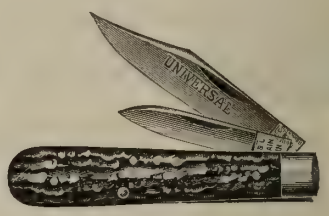


No. 31125. 3½ in. Ebony Handles.

UNIVERSAL Pocket Cutlery

Absolutely Guaranteed



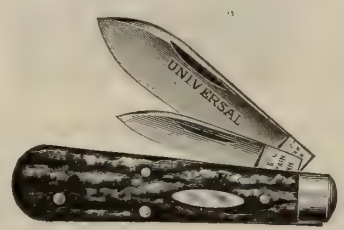
No. 021043/4. 3⅜ in. Stag Handles.

All **UNIVERSAL** Pocket Knives are forged from the highest grade steel, tempered to take and hold a fine, sharp cutting edge.

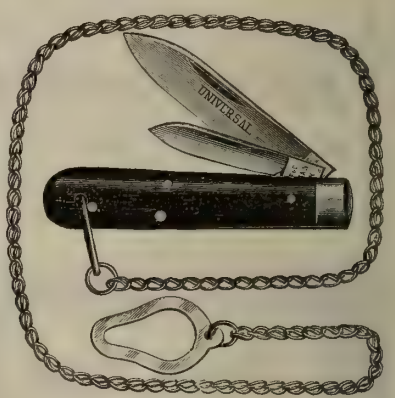
UNIVERSAL L. F. & C.

Made in the largest range of patterns shown in America. Each pattern distinctive and up-to-date.

The immediate filling of your orders assures Service and Prompt Deliveries



No. 0245. 3⅜ in. Stag Handles.



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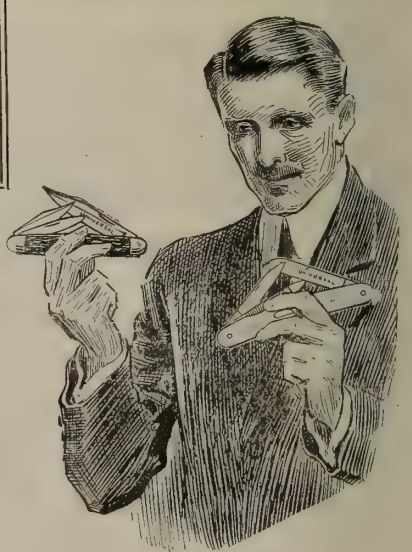
No. 022393/4. 3⅝ in. Ebony Handles.

STOCKED BY ALL LEADING JOBBERS



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No. 30266. 3½ in. Ebony Handles.

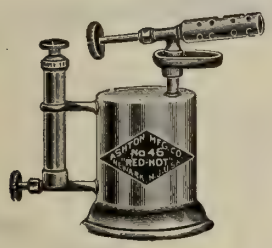
LANDERS, FRARY & CLARK, New Britain, Conn.

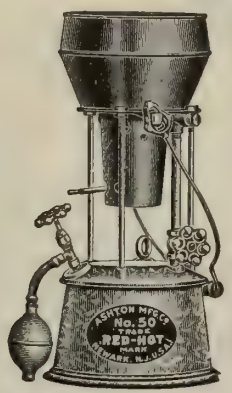
A. MACFARLANE & CO., Limited, MONTREAL, Canadian Representatives

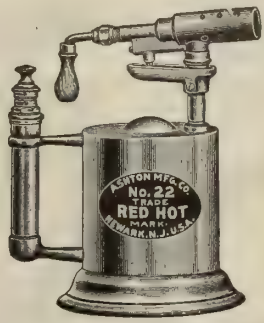
Lewis Bros., Limited, Montreal

Headquarters For

All Kinds of Gasoline Torches and Fire Pots







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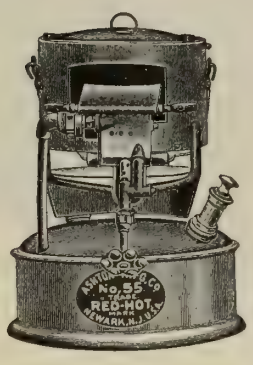
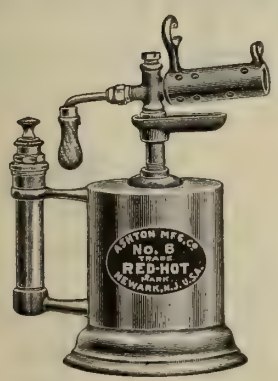
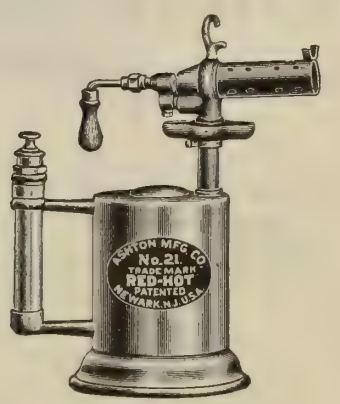
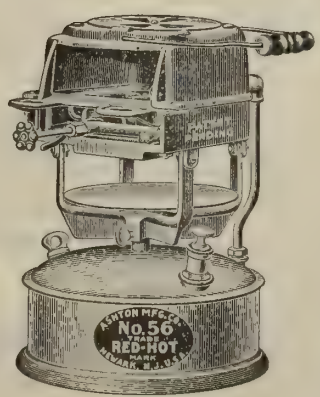


We Fill Orders Complete







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We Are Quick Shippers

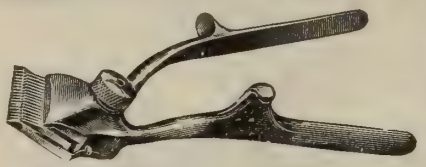
LEWIS BROS., LIMITED, MONTREAL

P. O. BOX 1450

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

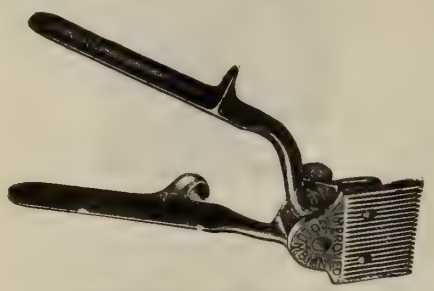
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.

SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

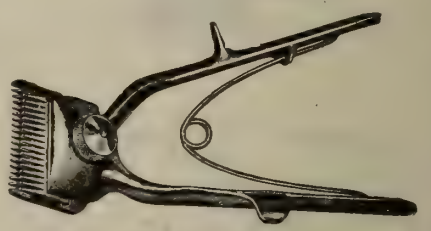
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



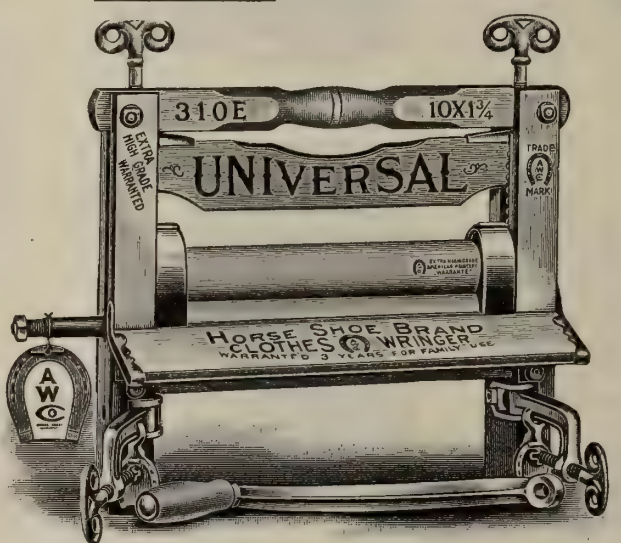
CADET
with visible spring, retailing at about $1.00.

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED to give satisfaction.** **WARRANTED as to price**

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

ROAST PANS

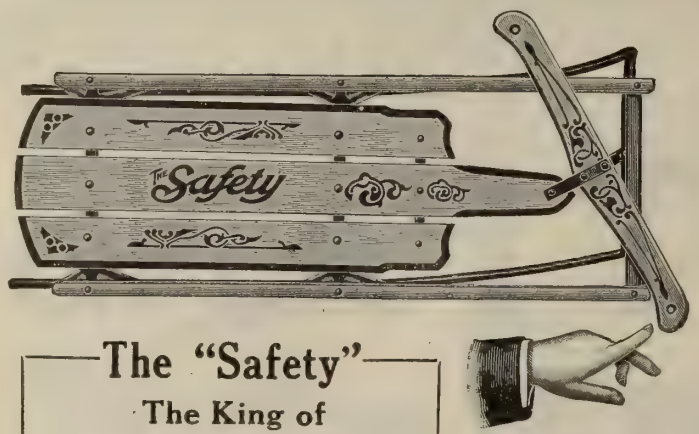
In the last few weeks we have helped hundreds of hardware men to sell more Roast Pans and at higher prices. We can help you.

Write for special proposition in this line.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



A Quick Sales Producer

The steering is done by simply bending the runner and NOT the wooden frame.

The runner (patented) is made of BEST SILVER SPRING STEEL and for that reason it will always keep its shape, is flexible, lasting and has a smooth running surface and being GROOVED is guaranteed NOT to skid.

The sled bench (patented) is a solid stamping of WROUGHT STEEL, being lighter, neater and stronger than ANY OTHER method of construction.

The top (patented) DOES NOT MOVE, thereby enabling the operator to guide the sled much easier without danger of pinching the fingers as is common with OTHER flexible sleds.

The safety sled is made from the best suitable material and EVERY PART riveted. They are neatly striped and decorated.

Packed two in a bundle. No shipment made of less than 1/6 of a dozen. The best assortment to buy in dozen lots is:—

1/6 of a dozen, 33 inches. 2/3 of a dozen, 37 inches.
1/6 of a dozen, 41 inches.

The "Safety"

The King of Self-Steering Sleds

NOTE THE REMARKABLE STEERING RADIUS OBTAINED BY SIMPLY BENDING THE SILVER SPRING STEEL RUNNER, AND NOT THE WOODEN FRAME.

MADE IN 6 SIZES
1915 Price List

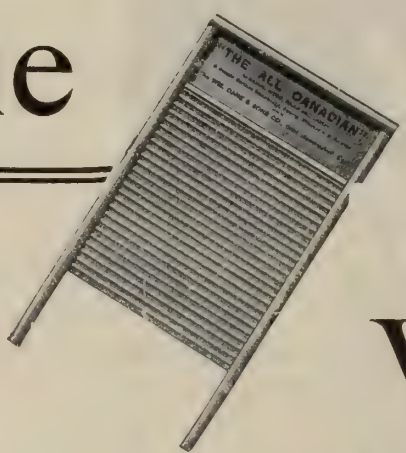
Length	Height	Width	Each
33 in.	5½ in.	12 in.	$1.40
37 in.	5½ in.	12 in.	1.75
41 in.	5½ in.	12 in.	2.00
46 in.	7 in.	14 in.	2.75
51 in.	7 in.	14 in.	3.00
57 in.	7 in.	14 in.	3.25

40% DISCOUNT TO DEALERS FOR DOZEN LOTS F.O.B. ST. CATHARINES. Terms 2% 30 days.

Canadian-Warren Axe & Tool Co., Limited

St. Catharines, Ontario

The All-Canadian



ALL-WOODEN Wash Boards

The new all-wooden board is the result of the great scarcity and high price of zinc and aluminum.

IT'S AS GOOD A BOARD, MORE SERVICEABLE, COSTS LESS AND GIVES THE RETAILER A BETTER PROFIT.

It is All-Canadian because it is made of the finest *CANADIAN-GROWN WOOD,* put together with CANADIAN-MADE NAILS and by CANADIAN WORKMEN.

The rubbing surface is made of the finest grained hardwood—it is very durable.

THE PRICE (20c) *makes washboards sales easy.*

THE QUALITY ensures satisfaction.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery until notice to the contrary.

Order to-day.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board, NEWMARKET, ONTARIO

CLOCKS

at low prices and liberal profit

1511

1510

ARTISTIC ENOUGH TO RECEIVE A WELCOME IN ANY HOME.

Guaranteed to be Accurate Timepieces

These clocks will be splendid sellers for the Christmas trade.

The stands are cast in special composition metal and are finished in gold plate.

The movements are made by the makers of the celebrated "Big Ben" and are compact, punctual timepieces, carrying the maker's guarantee for accuracy.

Five different designs.

Write us for prices and full information.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

THE IRON THAT'S MADE TO LAST

The Highest Award by the Highest Tribunal

GRAND PRIZE

AWARDED

ARMCO American Ingot IRON

By the Panama-Pacific International Exposition For Five Distinct Special Characteristics:

Rust-Resisting Property, Chemical Purity, Electrical Conductivity, Welding Quality, Enameling Properties.

The Award reads: "The American Rolling Mill Company, Middletown, Ohio—Grand Prize for Armco Iron, a recent development of Open Hearth Furnace practice resulting in the manufacture of a special product known commercially as ARMCO IRON, having the following special characteristics: Chemical Purity, Rust-Resisting Property, Welding Quality, Enameling Property, Electrical Conductivity."

Honors or awards conferred by the Panama-Pacific Exposition are, in order from lowest to highest, as follows: Honorable Mention, Bronze Medal, Silver Medal, Gold Medal, Medal of Honor, THE GRAND PRIZE.

The American Rolling Mill Company

Licensed Manufacturers under Patents granted to the International Metal Products Company.

Armco (American Ingot) Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, Cincinnati, St. Louis and San Francisco.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE STEEL COMPANY OF CANADA LIMITED

THE STEEL COMPANY OF CANADA LIMITED

WIRE NAILS

HAY BALING WIRE

In coils or cut lengths

Single Loop Hay Bale Ties

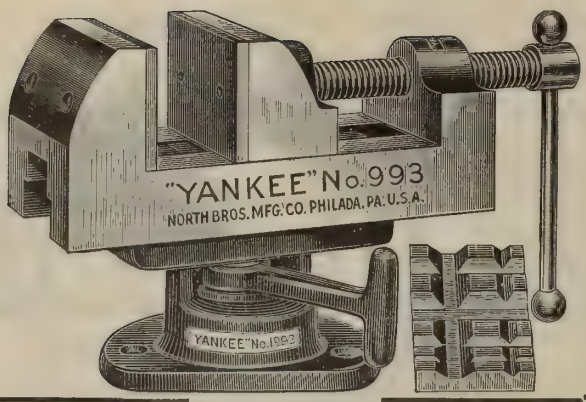
PLAIN OR OILED

We are prepared to fill all rush orders of standard sizes from our stock and can make up specials quickly.

**Wire,
Wrought Pipe,
Staples, Tacks, Shot,
Wood and Machine Screws, Rods,
Bolts and Nuts, Rivets and Burrs,
"Tiger" White Lead, "Invincib e" Fencing,
Carriage Top Material, Channels, Angles,
Pole Line Hardware, Plow Beams,
Boot Calks, Bright Wire Goods,
Corrugated Fasteners,
Putty.**

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN, N. B.	HALIFAX



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

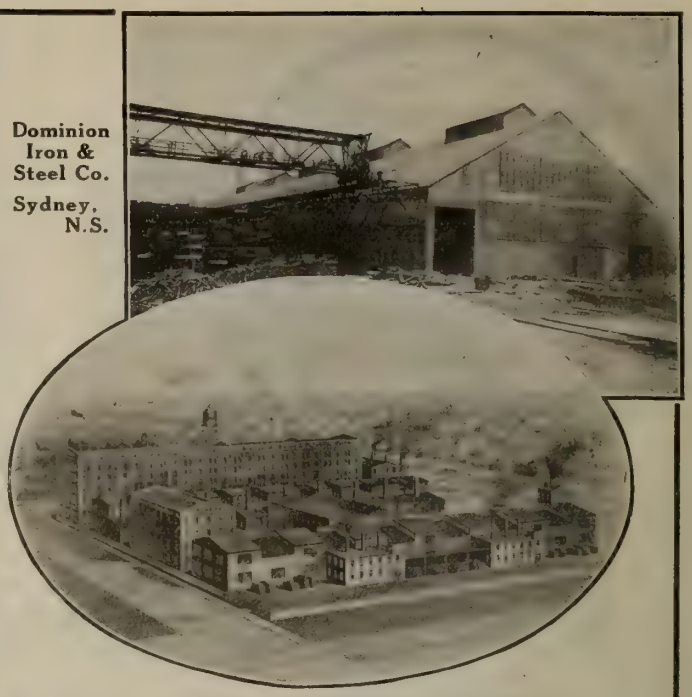
The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep,
opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



Dominion Iron & Steel Co.
Sydney, N.S.

Standard Sanitary Mfg. Co.
Toronto, Ont.

The Most Economical Roofing---

By giving your customers economical roofing you gain their friendship and future trade. Many hundred dealers and tinsmiths in Canada have increased their business by RECOMMENDING—

Rust-Resisting Anti-Corrosive

TONCAN METAL

ROOFING

Toncan Metal Roofing is rust and corrosion-resisting because it is as pure as it is possible to make commercial sheet metal, uniform in structure and very dense.

The buildings shown above are typical Toncan Metal installations. Years of service on hundreds of buildings like these has conclusively proven the extreme durability of Toncan Metal.

Toncan Metal is also made up into siding, eavestrough, conductor pipe, ventilators, skylights, cornices, window frames, etc., black, painted or galvanized.

Get full information and prices from

The Pedlar People, Limited

Oshawa, Ont.
CANADIAN DISTRIBUTORS

The Stark Rolling Mill Company
Canton, Ohio
Sole Manufacturers

"Metallic" Building Materials

The coming of bad weather will bring you some

rush jobs of roofing and siding

Wire or phone your orders at our expense. We have big stocks and can ship immediately. Quality first, but prices right.

Remember "M. R. Co." for 1916 Trough and Pipe.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

MOORE'S House Colors

Will put a more productive touch to your Paint Department

A stock of Moore's House Colors is a very profitable investment.

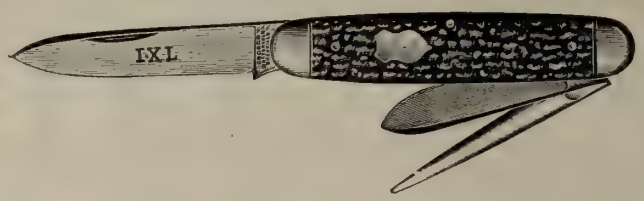
It has the quality that gets the re-orders of the best of painters, and a price that appeals to every pocket-book.

Moore's House Colors go a long way—they have a covering capacity that is unexcelled. Their beautiful finish is very durable.

We have a dandy proposition. Write for details to-day.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited
WEST TORONTO



CELEBRATED I·XL CUTLERY

MANUFACTURED BY

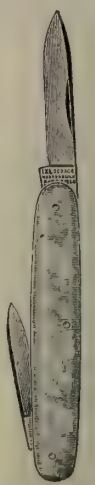
GEO. WOSTENHOLM & SON

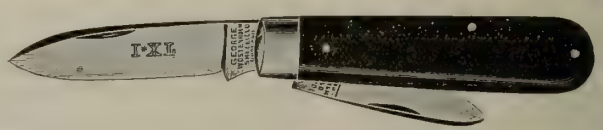
SHEFFIELD, ENGLAND

The greatest selection of high-grade pocket cutlery shown in Canada to-day.

Every I·XL pocket knife is hand forged, from the finest English steel, by the most skilled workmen. They are then fully tested and guaranteed before leaving the factory.

Full range stocked by all leading Jobbing Houses.





A. MACFARLANE & COMPANY, MONTREAL, Canadian Representatives

W P WARD

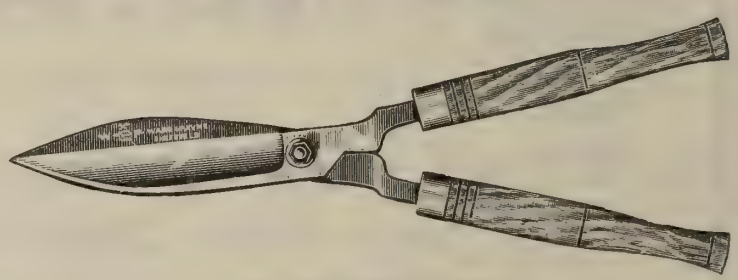
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.

No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

CLARK HEATERS

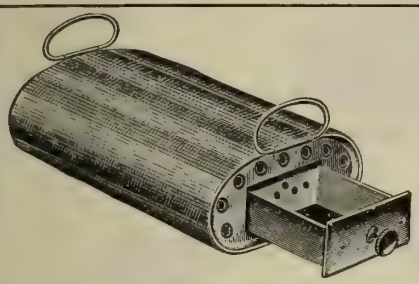
COST NO MORE

than the cheap, ***cast end*** makeshifts sometimes offered to dealers who have not had an opportunity to examine and know the Clark heaters.

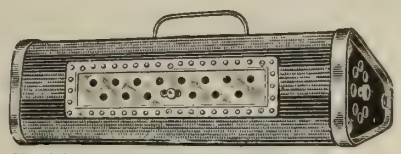
The cheaply constructed cast end heater is liable to break at any time if it is brought in forcible contact with any hard object.

There are no castings of any kind in a Clark heater.

A Clark heater will not bend or break. Each one is guaranteed to please or money refunded.



No. 5B Clark Heater



No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7X Clark Heater

This is a profitable winter line to handle. Clark heaters are the most extensively advertised to your customers of all heaters.

All the leading jobbers of Canada carry Clark heaters. Insist on them, for they cost no more and please better.

CLARK CARBON

is the recognized king of heater fuels. Every brick is guaranteed to give 25 per cent more heat than any other prepared fuel on the market.

Our ABC Coal is guaranteed to equal any coal on the market, outside of our Clark Carbon.

Get this fuel, which has a reputation, and lives up to it. It means satisfaction to you and your customers.

Chicago Flexible Shaft Co., 250 Ontario Street, Chicago

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

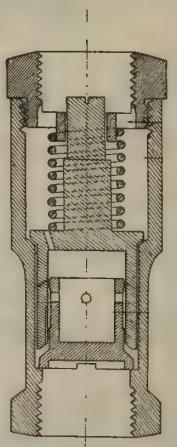
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.

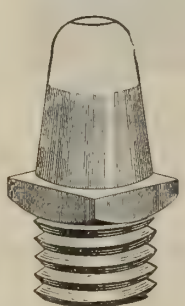


SECTION

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO



You Can Always Spot a Well-Shod Horse

Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

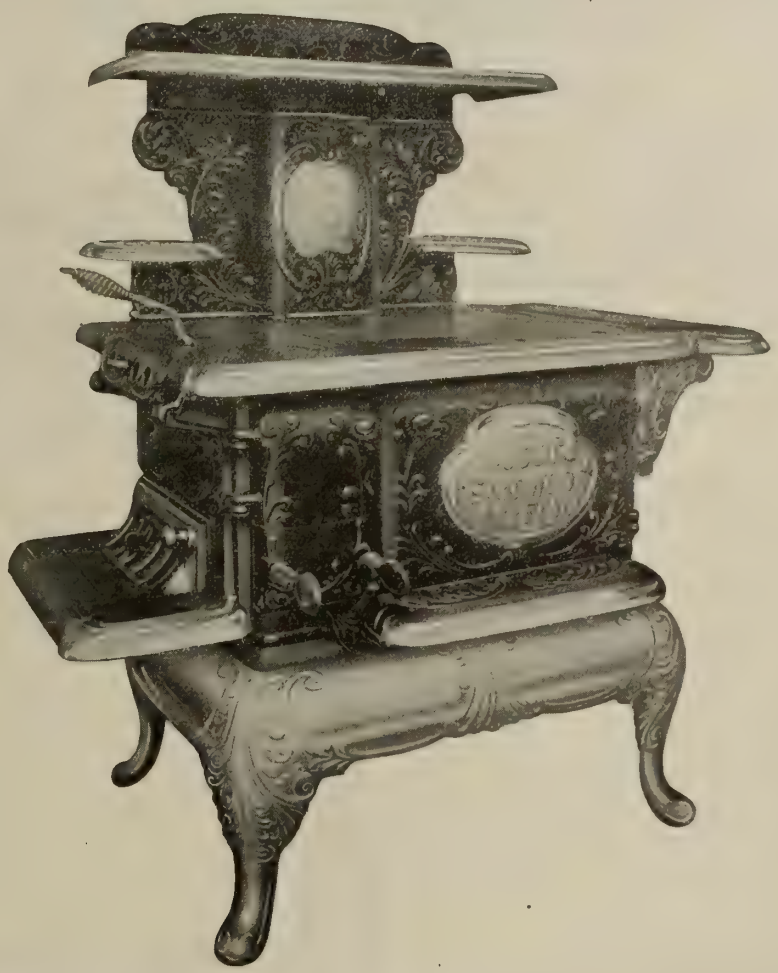
The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
N. J.

One Of The Most Handsome Ranges Ever Offered To The Trade

For Coal and Wood



Strictly First-class in Every Way

Glenwood F, made in two sizes, No. 180 and No. 190

This is our latest production and is a line which is proving to be a good seller. Its beautiful appearance appeals strongly to the housewife and from the point of efficiency it is a proven success.

Send for leaflet illustrating this complete line.

Canada Stove and Furniture Co., Limited

General Office and Factory: VILLE ST. LAURENT, P. Q.
Sample Rooms: 104 Delorimier Ave., MONTREAL

Are you in a hurry? Then order from us.

Eavetrough, Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, etc., and **CORRUGATED IRON.**

Shipments of 1000 feet or more of Round or Corrugated Pipe crated free of charge.

We ship while others are thinking about it.

WHEELER & BAIN - Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

TOBOGGANS—"THE CANADIAN MAID"

TWO GREAT FEATURES OF "THE CANADIAN MAID"

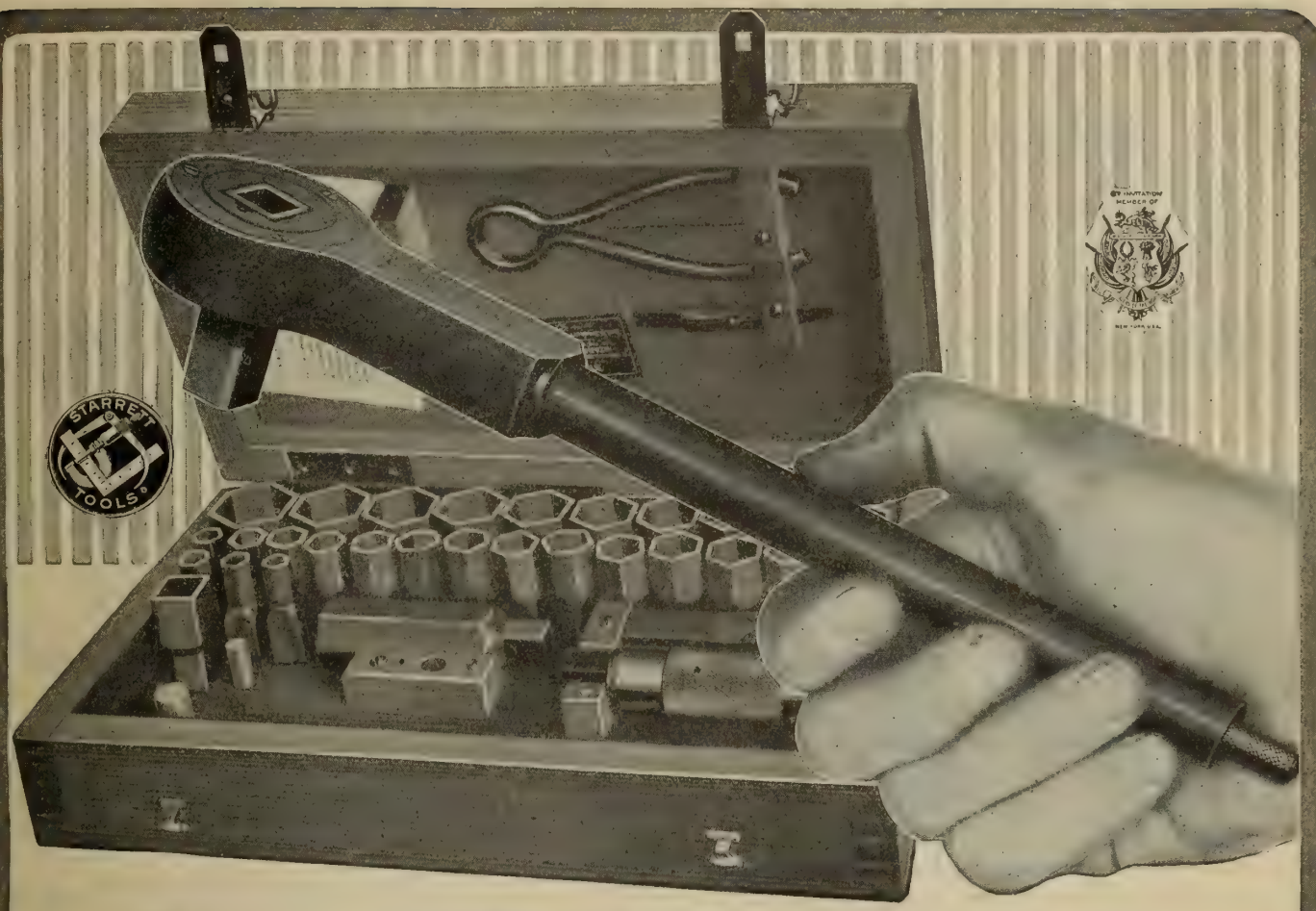
First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

PACK-TOBOGGANS A SPECIALTY. Full information on request. Write for Prices and Dealers' Discounts.

WALTER DEAN ∴ Foot of York Street ∴ TORONTO, CANADA

It stops the Big Fellows.
It's speed and penetration that do things. They get what they're after. This is true of all sporting cartridges of the Dominion family, each one of which may be relied upon *absolutely* under every shooting condition.
Recommend Dominion Big Game cartridges to your customers who are going into the woods for big and dangerous game. Explain to them the many superior features of Dominion Ammunition. Tell them that the materials are the best obtainable—that the manufacturing methods are exact in every detail—that a rigid system of inspection and testing follows every Dominion Shot Shell and Metallic through each manufacturing stage from shell drawing to crimping the bullet. And tell them that all this means accuracy, power and thorough dependability.
Tell them that Dominion is "the ammunition made wholly in Canada."
Dominion Ammunition
Dominion Cartridge Company, Limited
MONTREAL
SOFT POINT
HIGH VELOCITY
DOMINION

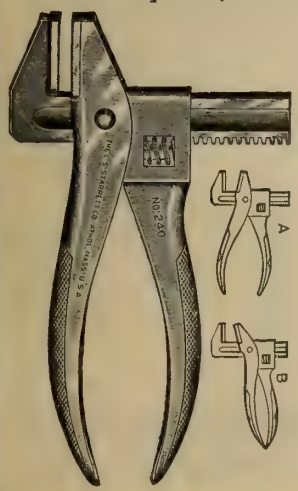


Starrett Tools for Motorists

Starrett Tools are known throughout the world as tools for fine mechanical work. Among these tools are several especially adapted for use on automobiles.

The Starrett Ratchet Wrench $15

includes 28 sockets for all standard hex nuts—handle with ratchet and reversible pawl, universal joint, drilling attachment, spark plug socket, screwdriver.



Expansion Pliers $2

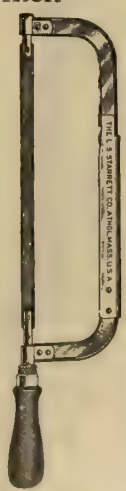
Jaws are adjustable, will take any shape up to 1¼ inch. Handles are always just right to squeeze. Great leverage gives powerful grip. Quicker than a wrench for small adjustments.

Hack Saws and Frames

Flexible back blades for hand work prevent breakage. Adjustable hack saw frames take 8, 10 and 12 inch blades and permit turning the blades to saw in any position.

Starret Tools and Instruments include 2100 styles and sizes of fine tools and hack saws.

We deal direct with retail dealers. Send for free catalog No. 20-MA. prices, etc.

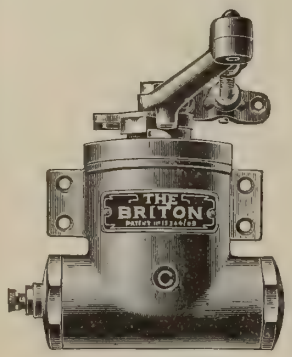


THE L. S. STARRETT COMPANY

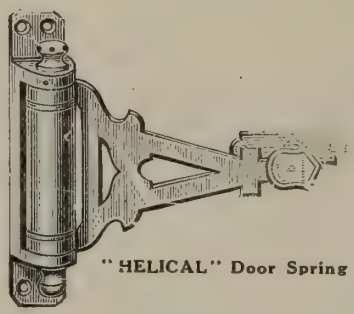
"The World's Greatest Tool Makers"

ATHOL - - MASSACHUSETTS

NEW YORK LONDON CHICAGO

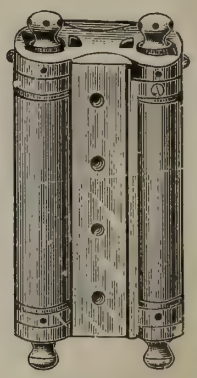


The "BRITON" Door Check and Spring.



"HELICAL" Door Spring

There is an abundance of profit and satisfaction in selling



Regulating Spring Hinge.

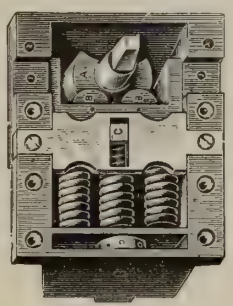
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND



"Invincible" Floor Spring.

Rod Spring.

ENQUIRIES TO

FREDERIC SARA & COMPANY

326 Ninth Ave. West, Calgary, Alta.

—another example

Actual Photograph

of "NATIONAL" Material and Workmanship

National Oval Slide Vises

This Vise is given the same care in manufacture as our more costly Machinists' Vises and material used is of the same grade.

Jaws are carefully milled.

For a general purpose Vise for the country trade, there is not a better made.

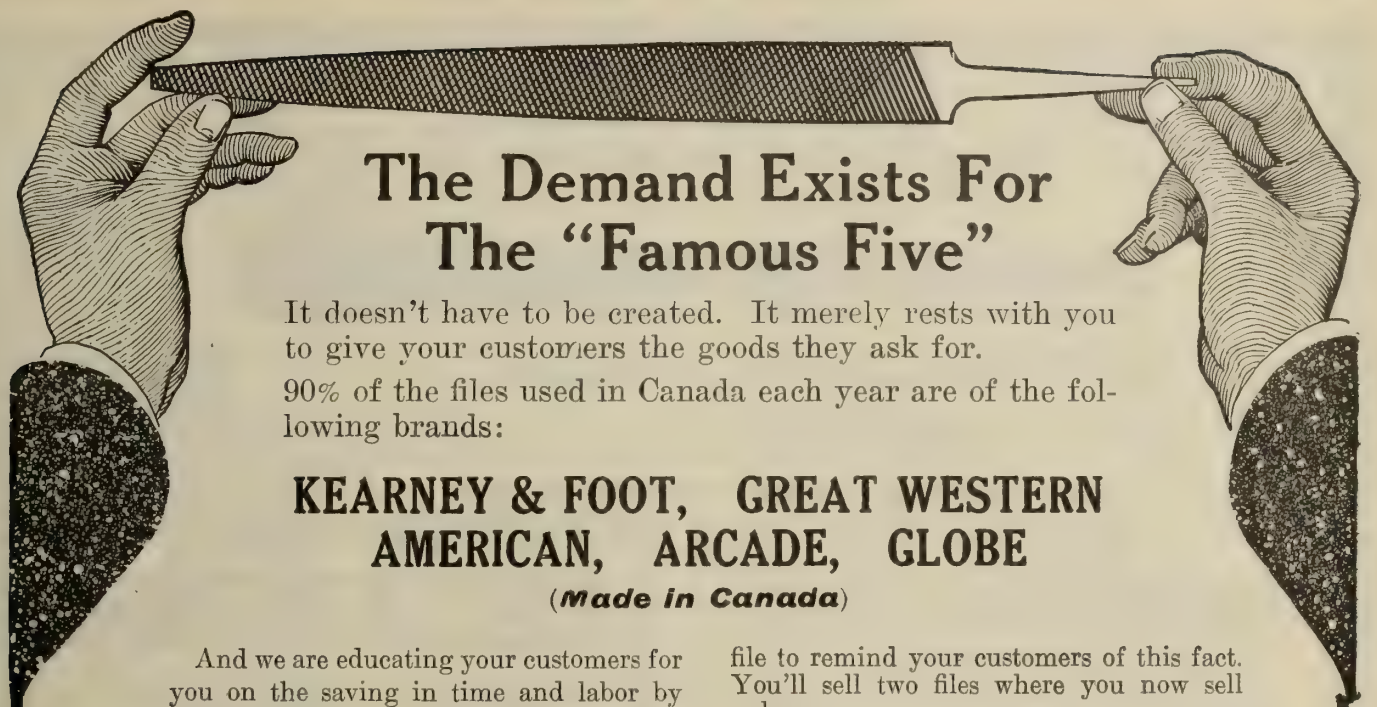
It will give your trade a top-notch service—and you will make a good profit.

Made in six sizes from 2½" to 5".

Be sure to write for our illustrated catalog of machinists' and woodworkers' tools. It contains actual photographs of the goods.

National Machinery & Supply Co., Ltd.

HAMILTON - CANADA



The Demand Exists For The "Famous Five"

It doesn't have to be created. It merely rests with you to give your customers the goods they ask for.

90% of the files used in Canada each year are of the following brands:

KEARNEY & FOOT, GREAT WESTERN AMERICAN, ARCADE, GLOBE

(*Made in Canada*)

And we are educating your customers for you on the saving in time and labor by discarding a file when it is half worn, and replacing it with a new one.

It only remains for you when selling a file to remind your customers of this fact. You'll sell two files where you now sell only one.

The line, therefore, for you to push is the one for which there is a big demand—the "Famous Five."

NICHOLSON FILE COMPANY **Port Hope, Ont.**

(*Jobbers Everywhere*)

"From Ore to Finished Product"

NAILS

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

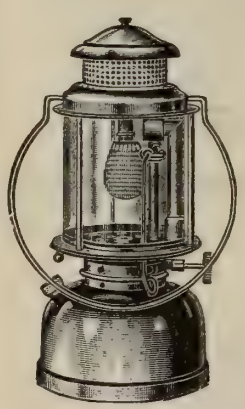
THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

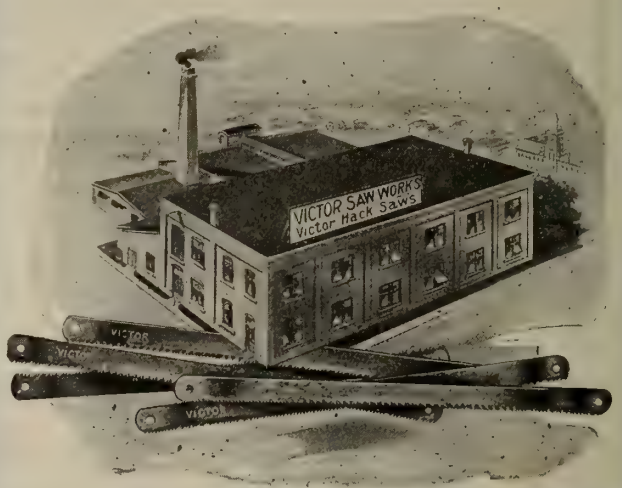
National Stamping & Electric Works

470 S. Clinton Street, Chicago

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

THE QUALITY IS THERE



Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

Victor Saw Works, Ltd.

Hamilton, Ont.

VICTOR HACK SAWS Get a Box and Try 'em

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

No. 8000

THERE IS ONLY ONE

"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

New Haven, Conn.

No. 8020

Some men call me "Handy Andy"

In technical lingo I'm the famous

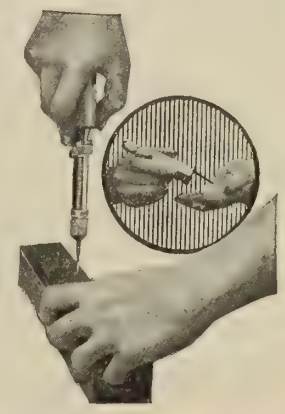
MILLERS FALLS
AUTOMATIC POCKET BORER No.8

I'm always on the job, ready and able and willing to do big or little work in a speedy, clean-cut way.

I fit in your pocket—am 7½ inches long when active and 4⅞ inches when at rest. I have a magazine containing one screw driver and eight finely tempered drill points sizes 1/16 to 11/16 inch in diameter, and each one comes out separately. I have a positive chuck that centers accurately.

I'm a reliable, well-made tool and I live at any good Hardware Store. Ask to see me, please.

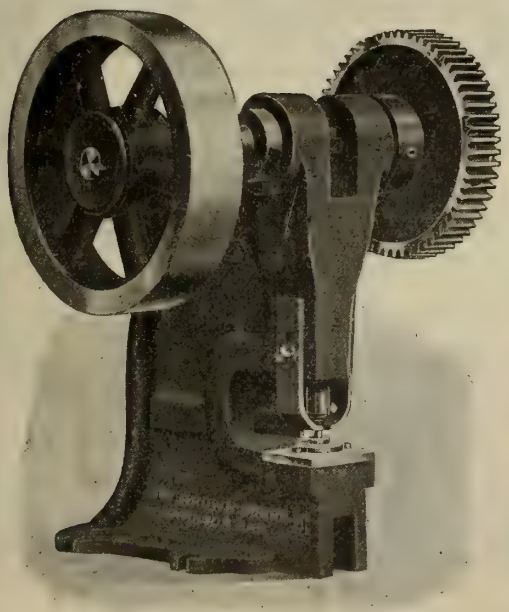
Other Millers Falls tools you might like to examine are—Hand Drill 306, Bit Brace 732, Hack Saw Frame No. 1027 and other Millers Falls Quality tools.



MILLERS FALLS TOOLS

MILLERS FALLS CO.
Tool Makers to the Master Mechanic
MILLERS FALLS, MASS.

"B.B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

GOOD PUMPS
WITH
GOOD PROFITS

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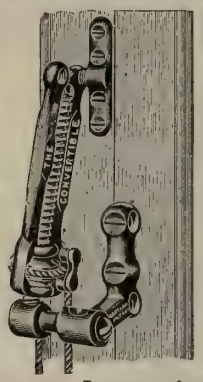

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⅜ screw.... 6/6
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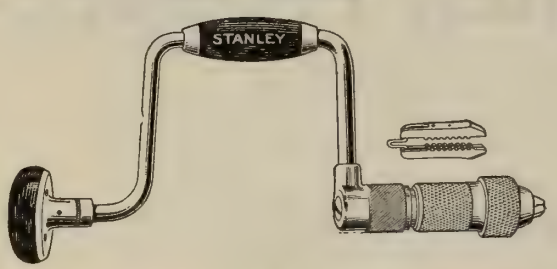

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The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

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"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods.

The Heller-Aller Company
WINDSOR, ONTARIO

FLY SCREEN WIRECLOTH

IN BLACK, BRONZE & GALVANIZED.

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The season for **Spark Guards** and **Fireplace Fixtures** is now here.

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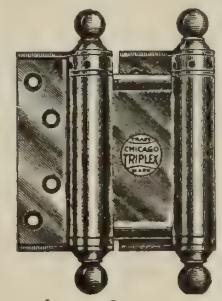

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

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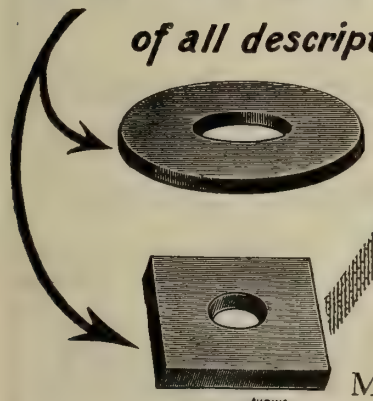
of all descriptions



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A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are al there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

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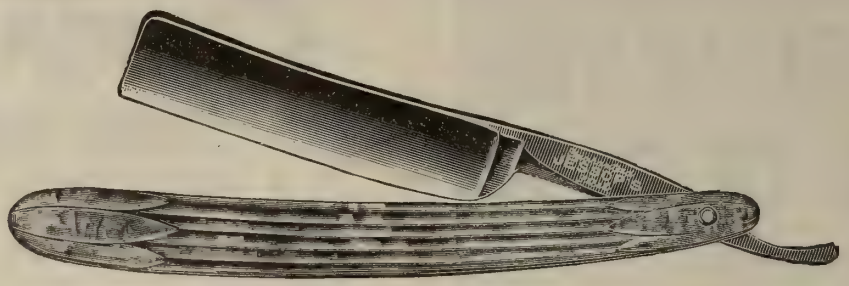

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Montreal Office:
SAUNDERS & WAINWRIGHT
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ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
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Weather-Strip

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Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

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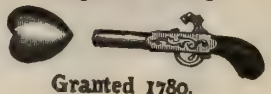
Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA

Jonathan Crookes & Son

Corporate Mark

Sheffield  **England**

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THE British Aluminium Co. Limited
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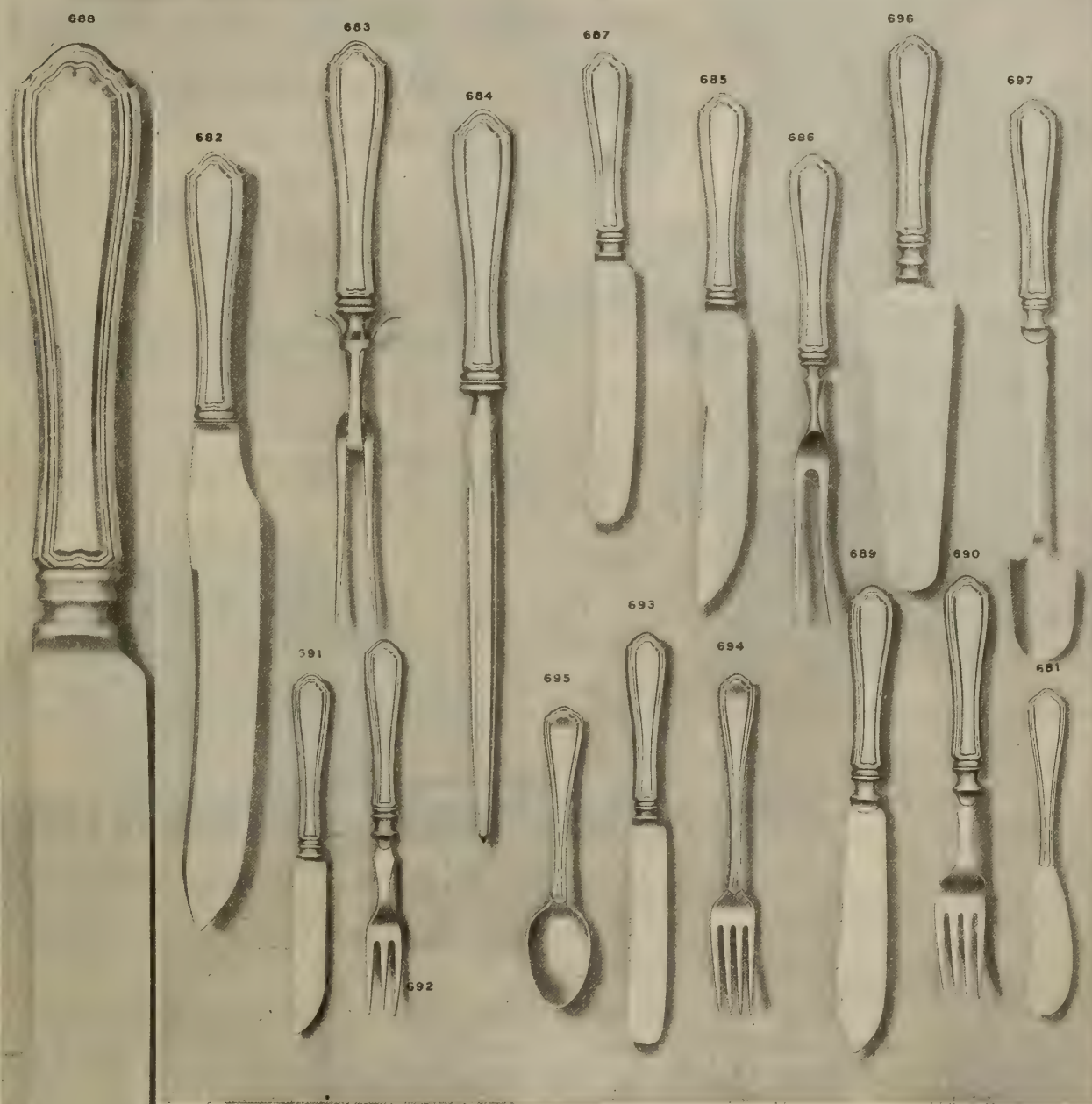
60 W. FRONT ST., TORONTO

McGLASHAN, CLARKE CO., LIMITED. "NIAGARA" PATTERN



THE "NIAGARA" pattern is so convincing in the appeal of its personality that few can resist the desire to enrich their homes by its possession. Its beauty and high quality add lustre to the phrase "Made in Canada."

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

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PREMIER LEADER
Steel Range

The general demand this season is for a moderate-priced range.

Many stove dealers are reporting business better than usual on account of the popularity and demand for the Premier Leader. As for ourselves, "Leader" sales have exceeded our own expectations.

Why? For the reason that the Leader is the best value at the price of any range on the market.

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The Premier Leader is made square, or with reservoir, and can be fitted with high shelf, high closet or attractive Persian closet.

Duplex grates for coal or wood, or wood grates for wood only can be supplied.

The Thos. Davidson Mfg. Co., Ltd.

Toronto MONTREAL Winnipeg

"The Re-Order Kind"

Simms Best Brooms

sweep a way to bigger broom demand

THEY ARE MADE OF FINEST SELECTED GREEN CARPET BRUSH.

Closely bound, but yielding easily in contact with the carpet, accomplishing the work with lightest effort.

Attractive finish. Red Polished Handles.

Made in four sizes:

No. 5. Light **No. 7. Heavy**
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WE HAVE THE LARGEST BROOM MANUFACTURING PLANT IN CANADA, turning out everything in the corn broom line, from the smallest pocket whisk to the heaviest Factory, Warehouse or Railway Brooms and the finest grades of house brooms. **Write for our latest catalogue showing our complete line of Brooms and Brushes.**

T. S. SIMMS & CO. LIMITED

ST. JOHN, N.B.

Wrico ANTI-RUST

"Canuck" Bread Mixers

ECONOMY

RIGHT NOW, when every Canadian is responding so liberally to frequent calls in support and relief of those who are at war for Canada and the Empire—RIGHT NOW is the time to practise ECONOMY in the HOME—to cut all UNNECESSARY COSTS in personal and household expenses.

You can cut your bread bill in HALF by buying your OWN FLOUR, and making your OWN BREAD.

And the "CANUCK" positively GUARANTEES every batch—right from START to FINISH.

"CANUCK" Bread is TWICE THE VALUE and HALF THE PRICE of bakers' bread.

The "CANUCK" effects ECONOMY in one of the main departments of household expenditure—the food bill.

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IN THESE DAYS, when the lesson of the importance of CLEANLINESS is impressed upon us daily through the medium of our newspapers, magazines, doctors, health authorities, and hygienic teachers — SANITATIVE METHODS merit our best consideration. And PARTICULARLY SO pertaining to the FOODS WE EAT. That which goes into OUR MOUTHS must be ABSOLUTELY CLEAN AND PURE, or our instincts of cleanliness will reject it.

Hence the obvious advantages of preparing food materials AT HOME, from HOME RECIPES, by your own HOME METHODS, under HOME SUPERVISION.

The "CANUCK" gives you HOME-MADE BREAD—light, sweet, wholesome, CLEAN.

E. T. WRIGHT CO., LIMITED **HAMILTON, CANADA**

Improved Patent Flush Handle

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Linen, Metallic and Steel

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CONSTANTIA J C TREBLE

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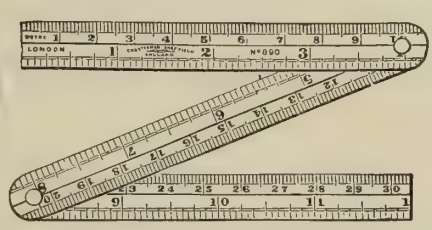
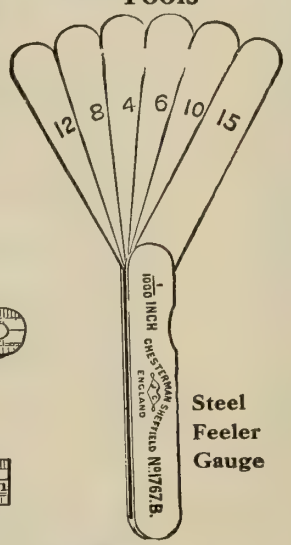


Steel Rules, Gauges, etc.

Engineers' Small Tools



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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

TRUE EFFICIENCY

Permits no man to waste his time or energy.

INSTITUTIONS SUCH AS OURS ARE TIME-SAVERS AND ENERGY-SAVERS. WHEN YOU UTILIZE THEM, YOU PROMOTE YOUR OWN EFFICIENCY—YOU KNOW YOU ARE BUYING GOODS THAT REPRESENT THE RESULT OF MATURE EXPERIENCE AND PAINSTAKING CARE.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 13, 1915. No. 46

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JOHN BAYNE MACLEAN, President. **H. T. HUNTER, General Manager.**

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"ROCHESTER" Galvanized Tubs

Are galvanized after assembling, making *doubly* sure that all seams and openings are absolutely sealed.

"Rochester" Tubs Have

Double-seamed bottom, Metal Wringer attachment, Patent Hook Handles—prevent slipping and make pouring easy. Extra strong wire around top.

"Rochester" Tubs *sell* on account of the bright spangle and finish that will not rust or peel.

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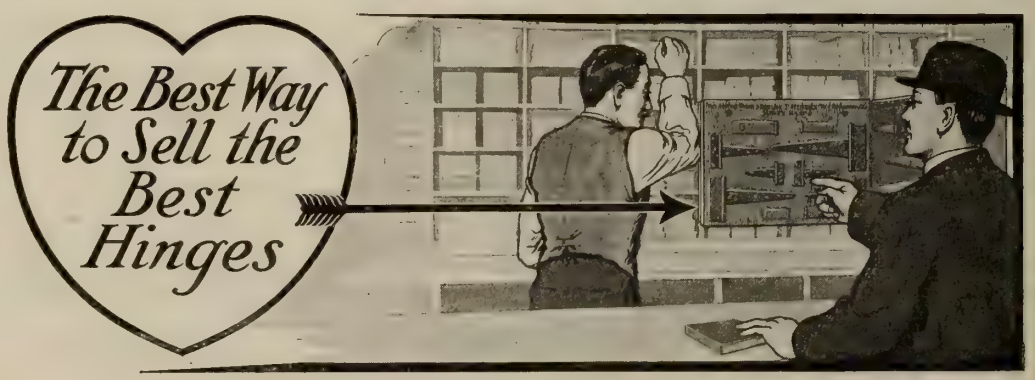

Stanley's Hinges in Boxes and Stanley's Hinge Display Cards

A complete system which simplifies the selling of Stanley's Strap and T-Hinges, saving the time of both customer and clerk, and greatly reducing the selling cost, thereby increasing the profits.

The Display Cards will cost you nothing; write for full information to Department "R."

Stanley Products have received Highest Award—Medal of Honor—at the Panama-Pacific Exposition. Our first Medal of Honor was received in 1855.

Ask for supply of circulars with your imprint to include with your letters.

MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representative:
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HARDWARE AND METAL

Established 1888. TORONTO, NOVEMBER 13, 1915 Vol. 27. No. 46

Outlook for Christmas Trade

Christmas Buying This Year Has Started Almost a Month Earlier Than Usual—Retail Hardwaremen Are Optimistic—A Demand for Practical Gifts—Opportunities For Business Exist

"DO your Christmas shopping early," is a slogan that has been used extensively during the past few years, usually during the three or four weeks preceding Christmas.

The slogan originated some years ago in a department store that was conducting an educational campaign to educate the public to buy early, and thus avoid the last minute Christmas buying rush which a few years ago was quite noticeable. At that time most people left off their buying until the week before Christmas, and then there was a grand rush, resulting in overworked salesstaffs, badly disorganized stocks, and very often dissatisfied customers.

The educational campaign was taken up by merchants in all parts of Canada and the result has been that during the past five or six years Christmas buying has become quite active shortly after Dec. 1, and continued steadily until Christmas eve.

The result has been very satisfactory to both the public and the merchants. The former, when inspecting stocks early have a better opportunity of examining at leisure the many lines which the merchants have to offer. Sales staffs can give more attention to the wants of customers.

New Condition This Year

The educational campaigns, combined with the extraordinary conditions which prevail this year, have resulted in a condition not noticeable in former years—a tendency on the part of the public to do a considerable amount of Christmas buying in November.

During the past two weeks thousands of dollars' worth of gift goods have been sold in Canada, mostly in the form of dainties for the thousands of Canadian soldiers who are in France, Belgium, and in the training camps in England. Included in the gift packages, which right at the present time are being made up by the thousand, and will continue to be made up for the next three or four weeks, are large numbers of razors both of the safety and ordinary variety, brushes, strops, soap, shaving mirrors, etc.

Then there are many thousands of sol-

(Continued on page 43.)

Details regarding the above excellent display of Christmas goods are given in the accompanying article. Many good suggestions for trimming are offered in this display.

Toronto Selected for Convention

Eleventh Annual Convention of Ontario Retail Hardware and Stove Dealers' Association Will be Held at Toronto in February—Manufacturers to Hold Exhibition at London in June.

THE eleventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association, will be held at the King Edward Hotel, Toronto on February 22, 23, 24,1916.

In the Oct. 16 issue of Hardware and Metal, it was announced that the Advisory Committee of the Ontario Retail Hardware and Stove Dealers' Association had recommended to the executive of the association that Toronto be the meeting place on the above dates. Members of the executive were unanimously in favor of Toronto as the city in which the 1916 convention should be held.

In last week's issue of Hardware and Metal it was announced that the Canadian Hardware Manufacturers' Exhibitor's Association had decided to hold its hardware exhibition at London, Ont.

In former years the retailers' convention and the manufacturers' exhibition were held jointly. This year owing to the war the exhibitors were unable to secure suitable accommodation for the mammoth hardware exhibition, and it was therefore cancelled. The retailers held their convention at Toronto in February, and although the manufacturers did not hold an exhibition, many of them were present in Toronto during convention week. At the close of the convention the retailers' association was tendered a splendid banquet by the manufacturers' association. A short time ago the officers of the exhibitors' association were assured that they would be able to secure the main building, at the London fair grounds for holding a hardware exhibition in 1916. It was decided to go ahead with plans for an exhibition in 1916, to be held at London, Ont.

Joint Meeting

A meeting of the Advisory Committee of the Ontario Retail Hardware and Stove Dealers' Association, and a subcommittee of the Board of Directors of the Canadian Hardware Manufacturers' Exhibitors' Association was held in Toronto on Friday last, and the following resolution adopted:—

"It was unanimously resolved that the Ontario Retail Hardware and Stove Dealers' Association attend the Hardware Week to be held in London, Ont., during the third week in June, 1916. It was further resolved that the annual convention of the Ontario Retail Hardware and Stove Dealers' Association be held in Toronto during the third week in February without the attendance of the Canadian Hardware Manufacturers' Exhibitors. It was resolved that the hardware week and exhibition be the occasion reserved for the meeting of the manufacturers and dealers."

Hardware Exhibition

Secretary F. M. Tobin, of the Canadian Hardware Manufacturers' Exhibitors' Association, has been authorized to proceed immediately with plans for the London exhibition. The exhibition will be held during the third week in June, at the main fair building at the Western Fair grounds, London, Ont.

The site selected for holding the exhibition is an ideal one. The commodious main building at the Western Fair grounds is located almost at the entrance to the Exhibition grounds, or Queen's Park, the name by which the exhibition grounds is familiarly known to Londoners. There is an excellent car service from the business centre of the city to where the exhibition will be held. A ten-minute car ride will take the visitor from the business centre to the exhibition building.

It is expected that a large number of retail hardwaremen will visit the exhibition in June. The public will also be admitted.

In former years the exhibition of the Canadian Hardware Manufacturers' Exhibitors' Association has been held in conjunction with the annual convention of the Ontario Retail Hardware and Stove Dealers' Association. It had been practically decided last year to hold the 1915 exhibition and convention at London, Ont., but owing to

KING EDWARD HOTEL, TORONTO,
Where Retail Hardware Convention will be held in February.

Main Building at Western Fair Grounds, London, Ont., where the hardware exhibition of the Canadian Hardware Manufacturers' Exhibitors' Association will be held during the third week in June, 1916.

the fact that all the large buildings in London were at that time being used by the military authorities, it was found necessary to cancel the exhibition.

The Retailers' Convention

President Conn, Secretary Macpherson and other officers of the Ontario Retail Hardware and Stove Dealers' Association, are going right ahead with plans to make a huge success of the eleventh convention of the association, which will be held at the King Edward Hotel, Toronto, on Feb. 22, 23 24.

It is expected that the 1916 convention will be the best in the history of the association. This year's convention, held at Toronto in February, while not the largest from the standpoint of attendance, was one of the most practical and enthusiastic conventions ever held by the association.

The meetings were closed, and only members of the association, and the trade press were allowed to be present at the discussions. The result was that retailers expressed their views more freely, than they had at previous conventions where outsiders frequently secured admittance to the various sessions.

Considerable progress has been made since the last was held, and the officers have accomplished a great deal, both in securing new members and in creating a greater interest on the part of individual members in the work of the association.

One of the results of the efforts of the officers of the association has been the increase in membership. Since April 1, 78 retailers and 41 travelers have been added to the association membership.

Many retailers have joined in order to secure a copy of the new association price book which was compiled by Secretary Macpherson, and has been supplied free to members of the association.

It is expected that the membership will be further increased to a very great extent before the next convention is held.

IN NEXT ISSUE

In addition to the regular weekly features in next week's issue of Hardware and Metal, the third of a series of "Talks of a Self-made Merchant to His Clerks" will appear. An illustrated article by Wm. Crawford will show how attractive window display cards can be made, by using illustrations which have been taken from advertisements which have appeared in Hardware and Metal. Two advertising suggestions for use by retailers, appeared in last week's issue. Two more, featuring seasonable goods will appear in the next issue. The second of a series of Christmas window displays will also appear next week. The clerk's department will next week contain an exceptionally interesting article telling of the rapid rise of one of the best known men in the builders' hardware trade in America. The third article of a series on retail accounting will also appear in the next issue, along with a number of other interesting features which should appeal strongly to readers.

The fee for retail hardwaremen is three dollars per year, which includes in addition to membership, a copy of the association price book and several other services which are offered to members. Travelers and clerks may become associated members on payment of a $1 fee.

A STEEL HELMET

A helmet with a foundation of thin sheet steel has been designed by William Robertson, a Montreal hatter, and the metal parts for this and other models of steel reinforced military headgear for active service have been manufactured by the Thos. Davidson Co., of that city. The idea has been worked out largely on the inspiration of Sir Conan Doyle's recent statements, and consists of a thin shell of steel covered with khaki canvas, so as to take the appearance of the regulation sun helmet favored in campaigns in the Far East. It weighs only about a pound as compared with half a pound which is the weight of the cork model.

On the same principle, steel linings have been designed for the regulation military cap, which has been so extensively used in recent years, and also for the Scotch cap of the Highlanders, and even for a fur model for winter wear, but it is questionable as to the resisting powers of the latter shapes with their flat surfaces, as compared with the rounded cone of the helmet which has the additional advantage of an extended rim providing a certain amount of protection for the face and neck from shrapnel bullets and shell splinters.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 13, 1915 No. 46

THE STEEL TRADES

ON many occasions during the past few months we have referred to the extraordinary conditions which prevailed in the steel trades. Editorials and our weekly market reports have repeatedly referred to the fact that the situation is unprecedented.

Men who have been engaged in the iron and steel trades for many years state that they have never known conditions to compare with those prevailing to-day.

During the past week, buyers of steel have realized more than at any time since the outbreak of the war, the acuteness of the situation.

There is a feeling of expectant uncertainty about the future that causes apprehension as to what developments will be. The scarcity of certain forms of material is even more serious than the advances in price.

Many people have been under the impression that the excitement in the steel market has been due almost entirely to the war. Such is not the case, for domestic demand in the United States and in Canada has grown rapidly of late.

All lines of semi-finished and finished steel goods are on the up-grade and, as our market reports have indicated, there have been during the past few weeks many important price changes of a far-reaching nature.

Quite a number of advances have taken place this week and the trade can rest assured that more will follow.

Referring to the industry in the United States, the Iron Age states that the Steel Corporation's statement that its unfilled orders increased 847,000 tons last month gave the first definite measure of the steel trade's sensational leap forward in October. This is an unparalleled record but is thus only in keeping with all other developments in the current market.

Price advances have had no effect of curtailing demand; it is in fact heavier now than at any other stage in the present remarkable movement. In the past week pig iron, billets, and a number of finished products have gone higher. Output of some manufacturing consumers is likely to be curtailed because steel cannot be had. In the flood of orders in October, domestic business figured to a larger extent than in many months.

BOOKKEEPING AND CRIMINAL CODE

LAST week a Toronto merchant was up for trial on a charge of not having kept books as required by the Criminal Code of Canada. The merchant commenced business in August, 1914, and later operated three stores in Toronto. In June, 1915, the merchant made an assignment for the benefit of his creditors under such circumstances as to raise in the minds of the officers of the Canadian Credit Men's Association a suspicion that he had not acted honestly with his creditors. His trade liabilities amounted to more than $75,000 at this time and there was a considerable deficit shown by the statement prepared by the assignee. The Canadian Credit Men's Association handled the estate and decided to prosecute the merchant under the section of the Criminal Code which requires a retail merchant to produce books of account, in case of insolvency.

This section reads as follows:

"417. Every one is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not for five years next before such inability kept such books of account as according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors." The important part of this section is the five year clause.

This is ambiguous for it may mean that a trader must be in business for five years before he is required to keep books or it may mean that a trader may destroy his books which have to do with business prior to the five-year period next before his in-

solvency. The latter, of course, is the intention of Parliament in passing the section but the merchant in question relied on the technical interpretation that as he had only been in business for nine months the section did not apply to him at all.

The Judge who heard the case disagreed with the interpretation placed upon the section by the merchant's counsel, and found the merchant guilty but consented to reserve sentence until the Appellate Division of the Supreme Court could be asked for an interpretation of the section. This will be done in December.

It will be noticed that it is not a criminal offence for a trader to do business without books but it is a crime to become insolvent and not be able to produce books. Further it should be noticed that if books are not produced the trader must be able to explain his transactions to the satisfaction of his creditors.

THE SCARCITY OF CUTLERY

ON several occasions recently we have referred to the scarcity of many lines of English cutlery. Some jobbing firms in Canada have booked orders for December 1 delivery, but from prospects at the present time it looks as though the orders in a number of instances, will not be completed with the goods originally ordered.

An English authority on the cutlery situation states that the present position of the cutlery trade in Sheffield is unique, for the city has sent nearly forty thousand of its sons to the war. Of this number, it is estimated that one-sixth were formerly engaged in the cutlery industry.

Not only have makers of heavy pocket knives given up their usual work to make knives for the troops, but also makers who formerly made high grade pen-knives, sporting knives, etc.

The pocket-knife branch of the Sheffield cutlery trade has made several million knives for the troops, and consequently, since the outbreak of the war, very few, heavy pocket knives have been made for the ordinary trade.

The result of this diversion of labor, and the continued demand for supplies from regular sources, has depleted the stocks in the warehouses of the cutlery makers.

The English authority states further that another contract for 1½ millions of special knives for the soldiers has recently been placed and this will greatly accentuate the shortage of labor, so that for many months to come there will be few knives of any description to be had for private trade. In the scissors branch of the trade the demand for surgical and bandage scissors and medical forceps has to a large extent monopolized the output of the scissor hands. The razor branch is almost entirely engaged on razors for the troops, hence only the smallest quantities of higher-grade razors of the best hollow-ground type are being made, and in normal times the entire razor output of Sheffield is only 60,000 a week. The War Office alone now requires 2½ millions. It will take a considerable time before these contracts are completed, and during that time the trade will, it is claimed be unable to meet the demand for the higher grade goods. In the table-knife department, the demand for table, butchers', cooks',farriers', and other knives for the Navy and Army is keeping practically all the workmen engaged.

Huge inquiries from abroad have had to be shelved for the time being, and makers are doing their very best, against tremendous odds, to meet the needs of their customers. Many months must elapse before the cutlery trade can resume anything like its normal state, and in the meantime it looks as though buyers will have to be content with the limited supplies which they are able to obtain.

THE AMERICAN NOTE

WHILE there has been considerable surprise and not a little concern and apprehension felt regarding the relations between Great Britain and the United States as the result of the most recent note of protest against the British naval program in preventing direct and indirect trade with Germany, it is interesting to note that American shipping men and exporters appear to attach little importance to it. One is inclined to think that the comment made in England that it was Democratic material for the next political campaign might not be so very wide of the mark.

There is probably no branch of American trade more concerned with the British policy in relation to neutral trade than that dealing in metals, and if there was any great chance of a change in that policy the export interests at New York would be the first to speculate thereon. However, we find, according to the American Metal Market, that shipping men and exporters do not look forward to any immediate change in the policy of Great Britain as regards America's trade with European neutrals as the result of the Lansing note—protesting against the interference with American commerce and declaring the British blockade to be ineffective, etc.

New York shippers are of the opinion that Great Britain is not likely to let down the bars or yield any point which will directly or indirectly make possible the shipment of goods into Germany which she does not desire Germany to have and there is little chance that the status of exports from the United States to Scandinavia, Swedish and Norwegian ports will be changed.

All things considered, it looks as though Mr. Lansing is putting the United States on record rather than demanding action.

Retail Accounting Systems

Office Accounting From the Inside Standpoint—Second Article of a Series on Retail Accounting Systems—How Accounts are Handled by the Vokes Hardware Co., Ltd., Toronto.

Written for Hardware and Metal by Norman H. Bilbrough, Accountant, The Vokes Hardware Co., Ltd., Toronto.

IN considering the merits or demerits of any accounting system, it should always be the aim and object to obtain the maximum amount of information connected particularly with that business in which one is engaged, with a minimum outlay, both in time and expense.

In the development of the system which we have at present in operation, it has been our constant idea to utilize every device known to modern accounting in the saving of much unnecessary clerical work, but at the same time to have at one's finger tips, so to speak, the exact information connected with any particular transaction or group of transactions which may have been put through the records in any given period.

In the carrying on of a business which is more confined to the retail than to the wholesale trade, and where our total sales for, say, a month cover a multitude of transactions, made up generally in very small amounts, and comprised of such a variety of goods which can only be fully realized by those who are intimately connected with the retail hardware trade, it was necessary to devise some reliable scheme whereby every one of these items could be taken care of, in detail, and at the same time, if necessity occurred, at any particular moment to be able to have that information tabulated, in clear and concise form, without having to go through innumerable books, sheets, etc., with the loss of valuable time, and necessitating an amount of clerical work which, under many old-fashioned systems, was painful in the extreme.

Prompt Service

The idea of the thing, in considering the bookkeeping branch of the business in its contact with the customers, is this: Say, if a gentleman came to the office desiring to make a settlement of his account, at any given time, it should be possible to turn up that customer's account in the ledger, and also in the current sales journal, so that you could give that gentleman the accurate amount of his account, at such short notice, that you were not putting a tax on his patience, by losing his valuable time, and without much labor on your part.

A customer who comes to the office to settle his account, to continue the example, and who is given the exact information, with every detail that he may desire, with promptitude, accuracy and courtesy, generally pays that account and goes on his way with a feeling that it has been a pleasure to do that business with you, and who can calculate the value, as an asset to one's business, of a satisfied customer, especially so if it is a firm's desire to deal with every lady or gentleman in the same upright, honest and courteous manner.

To give you some idea of the clerical work involved in putting through the records of the various sales, I will give you a brief outline, with illustrations, of the life of a sale, if I may call it such, from the moment a customer comes into the store with his particular needs on a bit of paper, or at the back of his mind, to the close of his possible numerous transactions at the end of a month.

We will suppose Wm. Johnson called at our store at 9 a.m. on September 1, 1915, and purchased one keg std. wire nails, 2½ in., to be delivered to his address, 36 Shaw Street, the same day.

Our sales clerk would immediately ascertain from the office if Mr. Johnson had a credit account open with us, and if that was satisfactory would enter up the details of the sale in his sales book, as per illustration.

This sales book is made up of 100 sheets in duplicate, numbered consecutively, and, of course, details of the sale are written out, by the use of carbon paper, in duplicate.

The top and bottom sheet connected with the sale are of a different color. The top copy is sent direct to the filing clerk in the office, to be put on file, according to the date, filed alphabetically, and, if the customer resides in Toronto, on the special file for city customers. The bottom, or carbon copy of the sale, goes to our credit manager, who initials it for the sanctioning of the credit.

When the sales clerk has obtained the official authority for the shipping of the goods he has the keg of nails labeled and passed through to the shipping department, initialing the ticket that he has faithfully carried out his share of the transaction.

The shipper, on receiving the goods, along with the sales ticket, prepares a special delivery slip for the purpose, which is also written out in duplicate, the top and bottom sheets both possessing the same numbers. This delivery slip is signed by Mr. Johnson on delivery of the goods. One copy is handed to him, the other is passed through to our office for filing purposes, to constitute our guarantee of the delivery of the goods.

After the shipper has sent out the nails, he initials the sheet, as shown, and passes through the record to the

THE VOKES HARDWARE CO., LIMITED
40 & 42 QUEEN STREET EAST
Toronto, September 1 1915

No. 14800

Sold to Mr Wm Johnson
For self P.O. Address 36 Shaw St. Toronto
DELIVER TO 36 Shaw St. Toronto
SALESMAN W. E. Bradbury.

Executed by W.E.B. Date 1.9.15
Checked by J.G. - 1.9.15
Shipped by 10951 - 1.9.15

Folio
Date Billed 1.9.15 J.W.

SHIPPER'S CHECK	QUANTITY	TERMS: 2% 30 days	CREDIT INITIAL: O.K.	PRICE	TOTAL
O.K.	1	only keg Standard Wire nails 2½"	L.D.S.	2.70	2 70
					J.W.B.

Illustration A—This Sheet When Filled in, Replaces Top Sheet A1 which was Sent Through as soon as Sale was Made.

pricing department, where the goods are priced, at the rock bottom current rates, and initialed by the pricer. The sheet is then sent to the office for the extension of the prices to be made and checked, and then an invoice is made out on a special invoice form and sent to the customer.

This completed, sale ticket is then taken by our filing clerk, and put on the file to replace the top sheet A1, which was sent through as soon as the sale was made. We will now consider a number of transactions of a similar nature.

"Running Statement Journal"

From these completed sale records a clerk makes up each month what is known to the accounting world as a "Running Statement Journal." At the beginning of each month a statement is headed for each customer from the various files current, and on these statements, which are made up in duplicate, is posted daily the file folios, date and amount of each sale. This keeps a record running through each month of each customer's purchases to any given point, and to all intents and purposes is subsidiary to the sales ledger. Alphabetical, numerical and datal order is observed in both files and running statement journal.

At the end of each month these statements are totaled; the bottom sheet is used as a unit of the sales journal, and the total of each client's purchases is posted to the account in the sales ledger in one item covering the total sales for the month.

The top sheet is detached at the perforation, and after comparison with the ledger and the statement completed in the usual way, is sent out to the customer.

I have sketched you this brief summary of the various processes a sale has to go through, in accordance with our system, which will possibly convey to the reader some idea of the clerical work involved in dealing with credit sales.

Collection Department

To consider the collection department, as soon as the statements are sent out to each customer, the ledgers are all gone through, and a list completed, each month, of the balance due to us on each customer's account, and that total is analyzed as to what amount is overdue and how long, to enable the department to form a clear idea of their work for the month.

THE VOKES HARDWARE CO., LIMITED
40 & 42 QUEEN STREET EAST
Toronto, September 1 1915

No 14800

Sold to Mr Wm Johnson
Per Self P.O. Address 36 Shaw St. Toronto
DELIVER TO 36 Shaw St. Toronto.
SALESMAN W. E. Bridbury.

Executed by ____ Date ____
Checked by ____ " ____
Shipped by ____ " ____
Folio
Date Billed

SHIPPER'S CHECK	QUANTITY	TERMS	CREDIT INITIAL	PRICE	TOTAL
		2% 30 days.	W.		
		only keg Standard Wire Nails 2½"			

Illustration A1.—Sheet from Sales Book Used by Vokes Hardware Co., Ltd., Toronto.

The major part of our country trade is dealt with through drafts and notes, and to prove the value of this method of collection, I may say that out of our country sales for the last four years, which have totaled many thousands of dollars, the whole amount of our bad debts does not amount to two hundred dollars.

This fact in itself speaks volumes for the efficient work in the credit department, and the scrupulous attention given to each draft or note from its inception to its payment.

Adjustments Made Promptly

Whenever a draft or note is returned unaccepted, the cause is discovered without delay, and every adjustment that may be necessary is made, and either the draft sent back for acceptance, or a new one presented, and only by keeping a very close eye on the follow-up process have we accomplished such a satisfactory result.

If much care is exercised in the rendering of the monthly statements and the drafts or note corresponds with that statement, both as regards amount and terms of sale, then much friction with the customer is avoided, and the drafts or notes are taken care of with a minimum amount of worry every month.

I always think a ledger keeper should be prepared to swear by every statement he sends out, to vouch for its accuracy, as efficiency in that particular point is one of the most essential factors in the collection of accounts.

I have not attempted to outline at all the methods adopted in dealing with the purchasing side of the business, but

(Continued on page 45.)

STATEMENT

Toronto, October 1 1915

Mr. Wm. Johnson,
36 Shaw St., City.

In Account with
THE VOKES HARDWARE CO. LIMITED
40 QUEEN STREET E.

1% per Month Interest Charged on Overdue Accounts. Phone—Main 4212 Concerning all Departments

1	Sept.	1	To Mdse.	2 70	
202	"	10	"	5 00	
					7 70

We have drawn on you for the above account at ____
Kindly honor same on presentation
As we do not notify when due, please make a memorandum of draft

STATEMENT

Toronto, ____ 191 FOLIO

M ____

In Account with
THE VOKES HARDWARE CO. LIMITED
40 QUEEN STREET E.

1% per Month Interest charged on Overdue Accounts. Phone Main 4212 Concerning all Departments

We have drawn on you for the above account at ____
Kindly honor same on presentation
As we do not notify when due, please make a memorandum of draft

Sheet from the Running Statement Journal Used by Vokes Hardware Co., Ltd., and Described in the Accompanying Article

Attractive Xmas Card Suggestions

Eleventh of series, Cardwriting Made Easy

AS regularly as the Christmas season comes around the question arises in the cardwriter's mind: What about Christmas Cards? You feel the desire for something new, something different. You want to get away from that stiffness which is often displayed on lithographed cards. So hunt up all your Christmas ideas, anything of a holly or poinsettia nature, Winter scenes, pictures of Santa Claus and let us see what can be made from them that will look new and different to other years' cards.

There is one thing that should be impressed upon the cardwriters and that is the advisability of getting these cards made up, ready to letter, before the Christmas rush sets in. If the making of them is put off until they are required, they are often skimped; so utilize every spare minute from now on.

Illustrations and ideas for illustrations can be secured from many different sources. The main one is from the Christmas postcards. You can obtain more ideas from these than all other ways put together. They seem to obtain limitless suggestions which can be worked up into attractive holiday showcards. From magazines, journals, children's Christmas books, etc., many useful ideas can be obtained. Whenever you see a suggestion that can be worked up into a showcard, keep it, because if you cannot use it immediately you will later.

A spray of holly leaves makes an exceptionally good one for copying, especially if there is not much detail about it, such as the one shown in Fig. 1. Fig. 1 illustrates the different steps required in order to make a completed drawing. When you have obtained a good holly spray, one that is suitable for the corner of a card, place a piece of transparent tracing paper over it and trace the main lines with a soft pencil. When this is done place carbon paper under tracing tissue and place in desired position on the card, then trace again all lines. These will be very light and this must be traced with a coarse pen and waterproof ink. It is imperative that waterproof ink be used because of the coloring operations.

The final stage to complete the drawing is the coloring to make it look like natural holly. Use only transparent colors for this work. If only a small amount of work is to be done, use transparent photo tints, but should you require large quantities of color it is advisable to use bottle inks or mix them from aniline dyes.

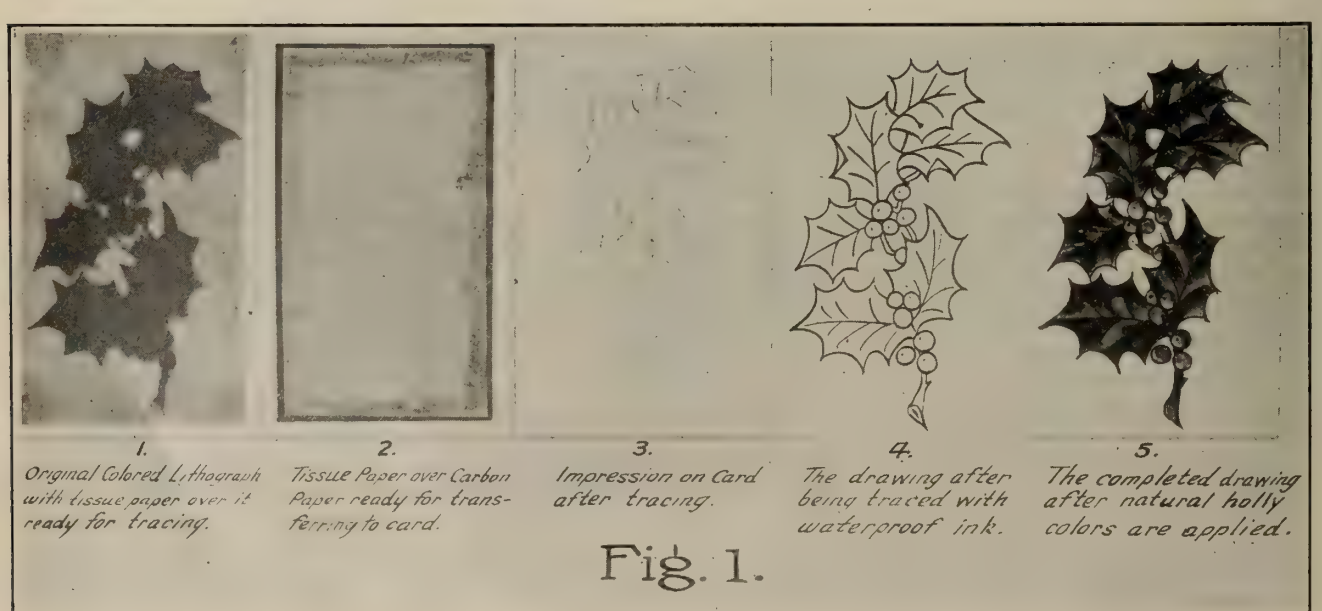
To color the leaves, first apply a light coat of pale green. When dry, shade with the darker color in desired places. The berries should be of a bright scarlet, touched up with white and black, to give a round appearance.

Experience is the best way for you to learn to shade these drawings. Always keep a blotting paper within reach in case you add too much color; in such case the blotter will absorb the surplus fluid.

The Cards

The collection of cards shown gives a fair idea of many ways in which to work up Christmas cards. I do not pretend to say that there is any great work of art about any of these, but the idea is to assist the beginner to make a good, presentable card for Christmas. The followers of these lessons will find in these cards what I have taught in the previous lessons and when there is anything that is new I will endeavor to explain as I go along.

Card No. 1 has a very simple layout, but do not neglect to measure it all accurately before applying the pen or brush. The two illustrations must be equal distances from the ends of the cards and also parallel with the edges of the card. They also must be placed the same distance from the bottom as from the top. These points are absolutely necessary on cards where two similar illustrations are used in the same manner. The heavy ruling on this card is a pea green shade and applied with a number six red sable writer. The color must be in good flowing order,



1. Original Colored Lithograph with tissue paper over it ready for tracing.
2. Tissue Paper over Carbon Paper ready for transferring to card.
3. Impression on Card after tracing.
4. The drawing after being traced with waterproof ink.
5. The completed drawing after natural holly colors are applied.

Fig. 1.

not too thick. The fine line ruling is of black ink made with a stub pen. The heavy square-faced lettering is of black and made with the No. 6 brush as already shown. The small lettering is the work of the stub pen which was used for outline work in the first two lessons of this series some months ago.

The scrolling has not been taken up as yet in lesson form, but must be made very quickly with very little color in the brush. The color used must be of a light shade, such as pale mauve, so as not to detract from the reading matter and yet harmonize with the green border.

These two illustrations were taken from two postcards. They are both Winter scenes and give that Christmas feeling which all Christmas cards should impart.

Card No. 2

Card No. 2 is not one of a showy nature at all, in fact it is inclined to be the opposite. The only thing about it which denotes Christmas is the design in the corner. This is drawn on the card, not cut out and pasted on as in the previous case. The design was taken from a private greeting card with the exception of the monogram in the centre which was added. The border on this card can be made a bright green and the narrow ruling black. The heavy lettering was taught in lesson No. 8 and the shading in last month's. Cards after this nature can be used in the better class of displays.

TOOLS AND MATERIALS

Here are the tools and materials which are required to make cards shown in this article:

No. 6 red sable writer, stub pens and holder; good, straight ruler, black waterproof ink, cardwriter's black for brush, and for pen; two shades of green, Opaque color; transparent colors for tinting; paste; transparent tracing paper; carbon paper; coated white cardboard; soft pencil; scissors; Christmas cards, and illustrations for cutting out; blotting paper.

Card No. 3

The evergreen trees laden with snow, shown on card 3, are drawn with pen and ink and were taken from a newspaper illustration used in last year's Christmas advertisements. This was transferred direct from the newspaper to the card by means of carbon paper, on account of the thinness of the paper which allowed an impression to go through it. When the paper is too thick for this the method shown in Fig. 1 is the best.

The waterproof ink is used for tracing and the transparent colors are used to color the background. Leave the trees the natural cardboard white. The heavy ruling around the oblong panel is made with one stroke of the flat brush and the fine line is ruled with the stub pen. The lettering is the same as taught in previous lessons. Any name can be substituted at the bottom. You should have no difficulty now in being able to master this work.

The children must not be forgotten by the showcard writer. They are just as important when it comes to getting the Christmas business as the grown-ups. So we must make showcards that will attract their childish eyes and fill their hearts with gladness and what more does a child desire than to see the smiling face of old Santa. To them he is quite real and they dearly love to think and tell of what they want St. Nick to bring them. So I think a showcard with a picture of Santa Claus on, in a display which interests the children, is a good business-getter. Card No. 4 is just one of hundreds of different suggestions for children's Christmas showcards. The illustration was taken from a lithographed postcard. The lettering is a square-face block type as taught before. The little spray of holly was drawn with waterproof ink and colored with natural holly colors. The scroll work can be done in either pale green or gilt. The wide border is of pale green and the narrow ruling is made with the pen.

Use of Illuminated Capitals

Card 5 shows the use of the illuminated capitals. Illuminated caps are used extensively throughout the showcard world and I can safely say that there is no branch

(Continued on page 45)

Sheet Metal Workers' Course

By Chas. Sievers

THE problems which we will consider here are bends and offsets in connection with square or rectangular pipe, and also a couple of the regular end joints for same. In laying out an offset, the same or similar to the one shown in Fig. 1, the angle and height are, of course, to be governed by the conditions which are to be overcome in the course of putting up of pipe. Care should be taken to see that the centre piece of pipe is of the correct width, and not narrowed down. In Fig. 2 we show an elbow for square pipe. This elbow, as shown, is square in the throat, while the back has been rounded off to a quarter circle in profile.

In Fig. 3 we show an elbow somewhat similar, but with both throat and back cut off on an angle, making it appear like a three-pieced elbow.

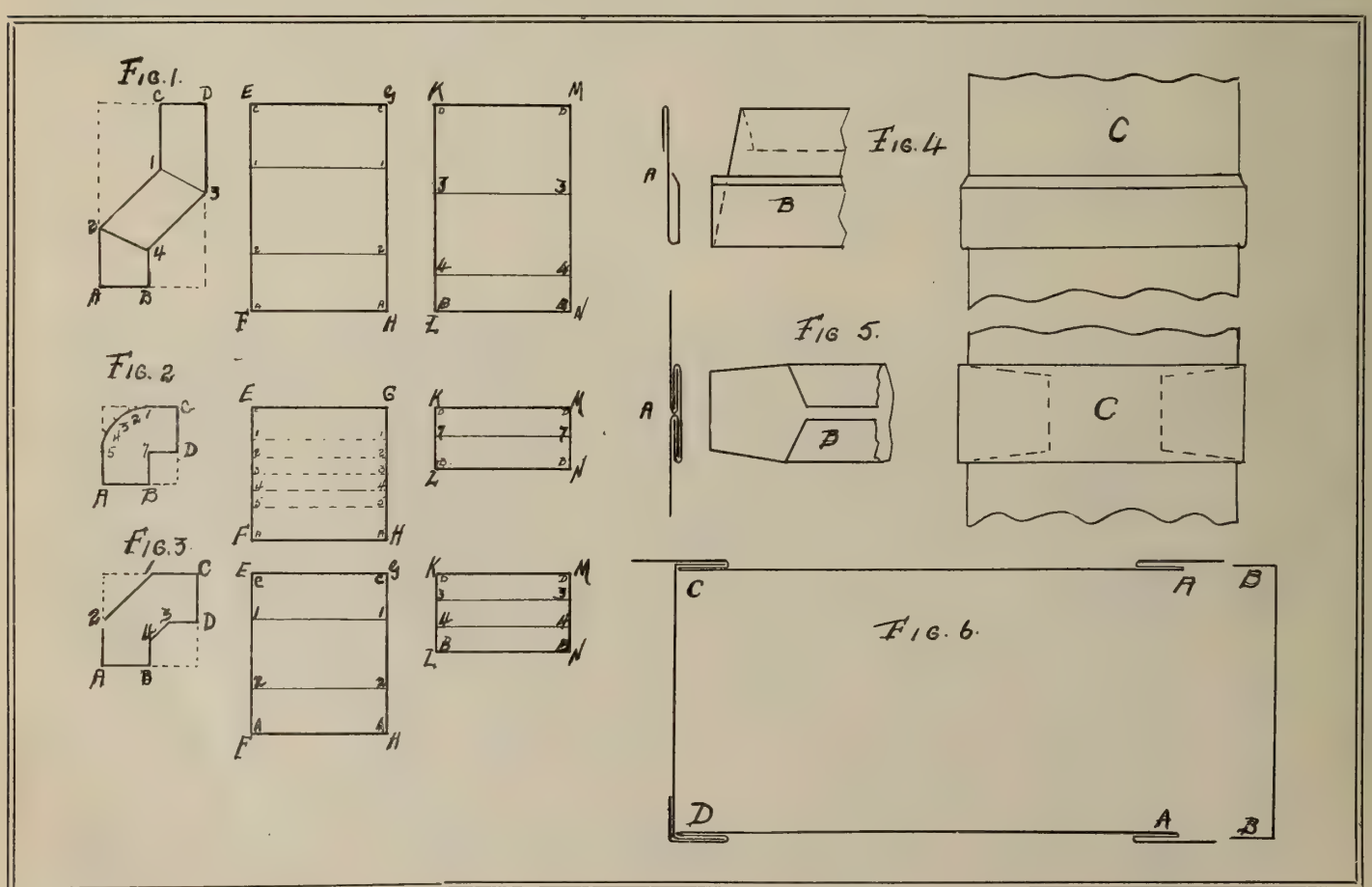
To mark out pattern for the offset in Fig. 1, it is first necessary to draw an elevation of the end or side of pipe with offset and height required.

In Fig. 1, let A-B-C-D be the elevation of the one required. While this shows the end or narrow way of the pipe, the method is the same if the offset be on the width of the pipe.

Draw a line as E-F, from E-F draw G-H a distance away equal to the width of the pipe required. Draw a line square with E-F at, say, E-G. From E and G mark off a space equal to C-1 on elevation from point 1. This obtained, mark off a space equal to 1-2 on elevation; from 2 mark off a space equal to 2-A on elevation. Connect points A-A, completing pattern of side on line A-2-1-C. To obtain pattern of opposite side, draw two lines, as K-L and M-N, a distance apart equal to width of pipe required; draw a line square with K-L to, say, at K-M; from K and M mark off a space equal to D-3 on elevation; from point 3 mark off a space equal to 3 to 4 on elevation; from 4 mark off a space equal to 4-B on elevation. Connect B-B, making pattern on line B-4-3-D of elevation complete. That the elevation is the pattern of the ends is, of course, understood.

In Fig. 2 divide the circular back of elbow into a number of equal parts, as shown by 1-2-3-4-5.

Draw two lines, as E-F and G-H, a



distance apart equal to the width of the required pipe. Square from E-F, draw a line at, say, E-G from E and G; mark off a space equal to C-1 on the elevation. From this point 1 mark off the four spaces on rounded part of elbow, as shown by 2-3-4-5; from 5 mark off a distance equal to 5-A on the elevation. Connect point A-A, completing pattern of wide side on line B-C of elevation. Draw two lines, as K-L and M-N, a distance apart equal to width required; square from K-L; draw a line as, say, K-M; from K and M mark off a space equal to D-7 on elevation; from 7 mark off a distance equal to 7-B on elevation. Connect points B-B, completing pattern of wide side of pipe on line B-7-D of elevation.

The method of drawing pattern of elbow, shown in Fig. 3, is the same as described in Fig. 1. In each case the elevation is pattern of end, and the numbers and letters on drawings are the same, so that the problem can be followed out.

In Fig. 4 is shown the cleat joint, which is usually used on square pipe.

At A is shown a section through the cleat. At B a part elevation of cleat shows the end cut to allow pipes to enter one another, and at C a section of pipe with a cleat joint.

In Fig. 5 is shown what might be called a locked jointed cleat. At A is shown a part section of one side of two pipes, with edges or folds turned back on the pipe, and the cleat in place over and locked into them. At B is shown a part elevation of a locked cleat with lays on end. At C is shown a section of pipe locked jointed with this cleat, dotted lines showing the lays under the ends of cleats.

In Fig. 6 is shown a joint used either on the corners of square pipes or elbows and angles, etc. At A is shown the double fold. At B the single fold or edge which fits into the double fold. At C is shown the single edge entered into the double fold, and at D the joint complete.

This style of lock is handy for large square pipe and for the elbows. In using this joint for elbows or offsets, the single edge at B is put on ends, as shown by A-B-C and D in elevations at Figs. 1, 2 and 3, and the double fold on the straight sections of the patterns.

THE OUTLOOK FOR CHRISTMAS TRADE

(Continued from page 33.)

diers under arms in Canada, and they too, will be the recipients of many gifts from friends.

According to retail merchants in several of the larger cities, this early buying of Christmas gifts for the troops has had a tendency to place the general public in a Christmas buying-mood, earlier than usual.

And as a result of this tendency, the public has had the unusual opportunity this year of seeing large displays of toys, gift suggestions, etc., displayed in city department stores nearly a month earlier than usual. This action on the part of several leading department stores is proof that the Christmas buying movement has really started and is almost a month earlier than in former years. The highly trained managers of the department stores are men whose foresight has enabled them to correctly size-up changing conditions, and the present and future needs of the buying public. They have observed the early-buying tendency which prevails, and are already placing their wares prominently before the public.

Retailers Optimistic

Hardware and Metal has recently interviewed a large number of retail hardwaremen and asked their opinions regarding the outlook for the Christmas trade. In nearly all cases the retailers expressed the view that Christmas trade this year should be equal to or ahead of former years.

Several merchants stated they believed that more people would this year look around for practical gifts, than they ever have in the past, and the needs of the public are growing every day.

During recent years a great many labor-saving, and time economizing devices have been placed on the market. A large percentage of these new lines are being marketed through the hardware trade. Many of these lines if pushed will be ready sellers during the next few weeks.

Farmers will have more money to spend on Christmas gifts this year, owing to the bountiful harvest and the good prices which they are receiving for all their products.

Mechanics of all kinds are now employed at good wages. Last year there was considerable unemployment.

Then there is another phase of the situation. In former years huge quantities of Christmas gift goods were imported from abroad. At the outbreak of the war there were fairly heavy stocks of many of these lines in Canada, but they were mostly all cleared out in the Christmas trade of last year. Since that time it has been impossible to secure further supplies.

Many fancy novelty lines which were offered to the public in former years are not on the market this year. Their place, will in all probability be taken, by more useful and practical gifts, such as you would expect to find in hardware stores.

But it is up to the retail hardwaremen of Canada to put their lines to the front and make a strong bid for Christmas trade. The opportunities for business exist.

Hardware and Metal will in succeeding issues publish many valuable suggestions, which should be of great assistance in helping hardwaremen to secure a good volume of Christmas trade.

The window display accompanying this article is the first of a series which will run weekly in Hardware and Metal. This display appeared in one of the show windows of the Sommerville Co., Edmonton, Alta., and was entered in Hardware and Metal's annual Christmas window display contest last year. This display had a double background effect. The real background was of white feet, with green and yellow festoon drapings. The large panel with "The Season's Greetings to All," was made of wall board, and surrounding the message was a 7-inch border of puffed cheese cloth, with red and white lights, each lamp half red, and half white. The pillar effect design in front of the background was cut from wall board, and there were pots at each end, holding a liberal supply of ferns and wistaria, vines and sprays. The vases of the design, and the posts were sprayed a light-green color, with air brush. The sloping platform was covered with green plush, on which was displayed cutlery and flatware. The half circle at the outer edge of the window was puffed cheese cloth. The show cards in the window were made of brown mottled mat board, and were neatly lettered. One or more displays will be shown in each issue of Hardware and Metal from now until Christmas.

CATALOGUES AND BOOKLETS

Challenge Cutlery

The Challenge Cutlery Corporation, Bridgeport, Conn., U.S.A., represented by Wiebusch & Hilgar (sole selling agents), 106-110 Lafayette Street, New York, N.Y., have issued an attractively gotten up 68-page catalogue, illustrating and describing about 400 popular patterns in pocket cutlery lines, which are always carried in stock. The catalogue is splendidly illustrated.

The company claims that the complete line, which includes patterns to be made to order with Challenge or dealers' special brands and trade marks, comprises practically every style of pocket knife made. Copies of the catalogue will be supplied on request.

EVENTS IN THE TRADE

Fire Losses

Sorel, Que.—Fire destroyed E. Gauthier's tinshop and residence.

Business Changes

Bruce Mines, Ont.—O. T. Ballentine, hardware, has sold out to F. G. Brathwaite.

Port Stanley, Ont.—H. M. Ellison, hardware, has sold out to Fred J. Mitchell.

Died at Shorncliffe

Calgary, Alta.—The death took place recently at Shorncliffe Hospital of Corporal J. S. Miller, of this city. Prior to enlisting he was employed by the J. H. Ashdown Hardware Co. as manager of the firm's housefurnishing department in the Calgary store.

Moved to Larger Premises

Toronto, Ont.—The Dominion Register Co. have removed from 90 Ontario Street to 235-245 Carlaw Avenue, where they will have more than three times their former floor space, in one of the most modern manufacturing buildings in the city.

Ontario Incorporations

Utilities Equipment Company, capitalized at $40,000, head office, Montreal, to make and sell electrical and mechanical apparatus, etc.

The Western Oil Refining Company, of St. Catharines, capitalized at $40,000, head office, St. Catharines, Ont., to manufacture, buy and sell petroleum, etc.

Industrial

hatham, Ont.—Mayor Wanless has ounced that the American Weil ks Company of Aurora, Ill., will blish a Canadian plant in this city. said that the new company will pay ast $50,000 per year in wages.

scott, Ont.—If a by-law, to be voted by the people of the town, on Nober 15, carries, a Canadian branch he Newell Mfg. Co., Ogdensburg, , will be located here. The company make brass curtain rods, trimmings.

Obituary

y'esbury, Sask.—While fighting a rie fire south of this town, last week, eph Souply, hardware merchant and e of the town, was fatally burned died in the Regina Hospital the following morning. Mr. Souply went out with a neighbor and in some manner got ahead of the fire, and while working along in a slough, became surrounded by the flames and his clothing was burned from his body. He was rushed to the hospital, but died the next day. He leaves a wife and two children. Deceased was a Belgian by birth, and one of the most prominent merchants in the district.

Winnipeg Notes

L. A. Blackwood and J. M. Lynch, general manager and buyer respectively of the Miller-Morse Hardware Co., Winnipeg, until the 1st of November, have assumed similar duties with the Merrick-Anderson Co., Winnipeg.

G. G. Johnstone, for ten years one of the leading salesmen of the Miller-Morse Hardware Co., has taken the position of buyer with the same concern, to fill the vacancy caused by the departure of J. M. Lynch. W. M. Irwin will be assistant to Mr. Johnstone in his new duties.

Geo. E. Thompson has been appointed sales manager of the Miller-Morse Hardware Co., Winnipeg.

F. C. J. Hawkins, credit manager for the J. H. Ashdown Hardware Co., was found dead in bed on Tuesday morning last. The late Mr. Hawkins was thirty years of age and a member of the Canadian Credit Men's Association.

Personal

George Browne, the veteran traveller of Caverhill, Learmont & Co., Montreal, in the Eastern townships and Quebec, has recently returned to his field after a trying illness. The genial salesman will receive a warm welcome from many old friends.

Geo. H. Cornell, head of the accounting department of Caverhill, Learmont & Co., Montreal, was recently taken severely ill and will be laid up for some time.

Arthur Dagenais, who has been connected with A. E. Bregent, wholesale sporting goods in Montreal, for the past three years, has joined the staff of Caverhill, Learmont & Co., in the position of city salesman.

Robert D. Stevens, a member of the office staff of the Canada Paint Co., Montreal, has severed connection with that firm to join the Fourth University Corps for overseas service. On the occasion of his departure he was presented with a gold ring and pair of military hair brushes.

James Purvis, of Purvis Bros., Sudbury, Ont., was a visitor at the Toronto office of Hardware and Metal this week. Mr. Purvis has been in the hardware business for over forty years and has been a subscriber to Hardware and Metal since the first issue. Speaking of business conditions, Mr. Purvis expressed the opinion that business is again on the upgrade and there should be a steady improvement from now on.

Dominion Incorporations

Transcona Shell Company, capitalized at $50,000, head office, Montreal, to manufacture and deal in shells, bombs, fuses, cartridge cases, etc.

Yukon Copper, Ltd., capitalized at $200,000, head office, Ottawa, Ont., to carry on the business of a mining, smelting, refining and development company, etc.

Lachance Nut Lock Co., capitalized at $300,000, head office, Montreal, to manufacture and deal in steel and other products entering into the manufacture of bolts, under the invention made by J. Lachance, and to deal in forges or other steel products, to manufacture shells or other war materials.

National Steel Products, Ltd., capitalized at $100,000, head office, Toronto, to import, export and deal in munitions, etc.

National Jobbers and Importers, Ltd., capitalized at $75,000, head office, Montreal, Que., to carry on a general jobbing and agency business.

The Eastern Machinery Co., of Montreal, capitalized at $45,000, head office, Montreal, to engage in and carry on the business of machinists, tool-makers, brass founders, etc.

Steel and Radiation, Ltd., capitalized at $5,000,000, head office, Toronto, to manufacture and deal in iron, steel and other metals, and to carry on a manufacturing business.

The Roxton Pond Mfg. Co., capitalized at $100,000, head office, Roxton Falls, Que., to manufacture in every way articles of lead, copper, iron, wood, etc., and to manufacture arms and ammunition.

HARDWARE LETTER BOX

Slate Pencils

James Simmonds, Halifax, N.S.—Kindly advise who sells slate pencils for use in schools.

Slate pencil makers are represented in Canada by A. J. McCrae, 23 Scott Street, Toronto; the Copp, Clark Co., Toronto.—Ed.

Silver-plated Ware

New Subscriber (name on request).—Kindly give names of manufacturers of silver-plated ware.

Silver-plated ware may be purchased from Canadian Wm. A. Rogers Co., Toronto; the McGlashlan, Clarke Co., Niagara Falls, N.Y.; Oneida Community, Ltd., Oneida, N.Y.; Meriden Britannia Co., Hamilton, Ont.; A. McFarlane & Co., Montreal, Que.—Ed.

Repairs for Pilot Range

Patterson & Park, Dumner, Sask.—Kindly advise where we can secure parts for the Pilot steel range. We understand it was at one time made in Windsor, Ont.

Repairs for the Walker Pilot range can be secured from the Hall Zryd Foundry Co., Hespeler, Ont.—Ed.

Hockey Sticks

Subscriber, S. & B. (name on request).—Kindly give names of makers of hockey sticks.

Hockey sticks are made by St. Mary's Wood Specialty Co., St. Mary's, Ont.; E. B. Salyerds, Preston, Ont.; J. H. Still Mfg. Co., St. Thomas.—Ed.

Hand Sleighs

New Subscriber (name on request).—Kindly give names of firms handling hand sleighs.

Hand sleighs are carried by nearly all hardware jobbers, and are made by Canadian Buffalo Sled Co., Preston, Ont.; Canadian Warren Axe and Tool Co., St. Catharines; Gendron Mfg. Co., Toronto.—Ed.

Correction

In the issue of October 16 an inquiry appeared from the Fraser Hardware Co., Galt, Ont., asking for the name of the maker of "Mallet" locks. The reply should have stated that Mallett locks are sold by B. & S. H. Thompson, Birmingham, Eng., represented by Geo. B. Jenkinson, manufacturers agent, Toronto. "Mallett" is the proprietory trade mark of B. & S. H. Thompson, Birmingham, Eng.

CARDWRITING MADE EASY

(Continued from page 41.)

of the work where more variety can be had. The different styles and designs are almost limitless. This card in particular shows a fancy "G" with two-tone green used to make it stand out; pale green for the background and darker green for the shadow of the letter. It is necessary that a white space be shown all around the letter.

This card shows a few leaves and a Christmas bell cut from a postcard. The bordering is one that was taught in last month's lesson. This style of lettering has not been taken up as yet, but is the work of the stub pen. A small brush would do the same work.

Christmas From Start to Fnish

Card No. 6 is an exceptionally fine one for all classes of displays. It is Christmas from start to finish. The Winter scene with the holly entwined around it and the snow-covered letters, all make it a good card for any store. The snow scene was cut from a small picture and retouched with white to make the snow stand out more prominently. The spray of holly was drawn free-hand, not being copied from anything in particular. This holly should be drawn with the pen and waterproof ink and colored lightly with green and red. It should not be made as heavy as the holly shown in Fig. 1 because the scene is the main thing on the card and the spray must not detract from it.

Snow-Covered Lettering

The snow-covered lettering is an innovation in these lessons. The style of letter is the same as taught in previous lessons and as shown on card 4. After the lettering is made and dry, apply white to the top sides of the letters, having it hang down to give it a natural snow appearance. The shading is applied to make the work stand out in relief.

The illustration on card 7 was taken from separate postcards, the holly square from one and the birds from another. This class of showcard is exceptionally fine for dainty displays.

The letters at the bottom of this card can be changed to suit the firm for which the card is used.

RETAIL ACCOUNTING SYSTEM

(Continued from page 39.)

confined my remarks to that part of our trade as it particularly affects our clients.

I do not claim that our accounting method is the acme of perfection, but if much thought and careful attention to the mastering of each difficulty as it has arisen in the development of the system could make that method perfect well ours would certainly be "ne plus ultra."

Having had a number of years experience in the joys and sorrows of an accountant, I would like to say that it has always been a pleasure to me to be of assistance in adjusting the clerical worries and anxieties of our clients, and thereby promoting happier and more cordial relations between our numerous and ever growing number of customers and our company.

From Inside Standpoint

To look at office accounting from the inside standpoint—it seems unfortunate that at the present day, in the rush and turmoil of business life there is a tendency with some Companies to look upon the office administration, as an unproductive end of the business, and consequently bring the principles of economy to bear as stringently as possible there.

If, however, proprietors of businesses realized how greatly the success and development of an enterprise depended on the courteous but efficient and accurate administration of the office, that ill considered idea of office unproductiveness, to coin the phrase, would undoubtedly disappear, and the office executive would certainly be included as one of the decidedly "tangible assets" of the company.

To a person unaccustomed to the "Debits" and "Credits" of book-keeping it is rather a difficult matter to sketch a particular branch of office routine to make it interesting and to avoid a bore, but if this brief sketch provides some gleam of inspiration to any of the readers of Hardware and Metal and is of assistance in more efficient accounting, particularly in the hardware business we all have the privilege to be engaged in, my few moments have not been spent in vain.

TRADE INQUIRIES

1172. **Tools, woodenware, wire nails**—A Birmingham firm is open to purchase the following: Mechanics' hand tools, picks, hammers and hatchets, wooden handles for brooms, washboards and skewers, also large quantities of wire nails. Prices should include delivery Birmingham.

1174. **Sieve rims**.—A London manufacturer seeks supplies of beech binder sieve rims and invites quotations from Canadian manufacturers. The dimensions are as follows: Thickness, 3-16 inch, depth 3½ inches, and lengths 3 feet 3 inches, 3 feet 6 inches, and 3 feet 9 inches. Prices should be about 1s. 3d., 1s. 9d., and 2s. 1d. per dozen, respectively, c.i.f. London. The rims must be already bent, and are usually packed in half-dozens. A trial order would be given for 40 gross assorted sizes.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

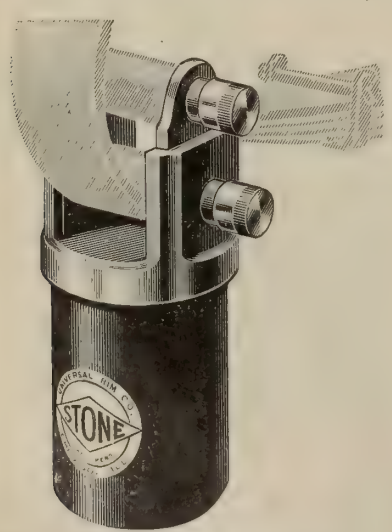
AUTO DEFLECTORS

The Springfield Auto Deflector Co., Inc., Springfield, Ohio, offers to the trade Wheeler's scientific auto deflectors. The makers claim the deflector is a practical safety first device that will absolutely eliminate the glare in the large head-lights of electric-lighted cars.

Wheeler Scientific Auto Deflector.

The deflectors are said to be built on the scientific principle of condensing the light rays and throwing them on the road directly ahead of the car. The light is always the same in city or country. No switches to throw or buttons to press to take the attention of the driver.

It is said that the deflectors provide ample light for driving, making clearly visible approaching objects, bad road and stones, etc. The rays of light strike an approaching horse no higher than his breast or pit of his throat, and while doing all of these things the glare is eliminated, the direct cause of many fatal accidents.



The Stone Shock Absorber

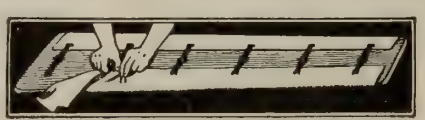
The deflectors are made of featherweight spring brass, highly polished. They are so constructed that they are adjustable to 12, 16, 20, and 24-candle power bulbs. They weigh 1½ ounces per pair.

STONE SHOCK ABSORBERS

Universal Rim Company, Chicago, Ill., offers to the trade the Stone shock absorber, here illustrated. The absorbers are of double coil spring construction, with rebound preventer, and adjustment with a range of 1,500 lbs. The makers state that they guarantee the absorber to be satisfactory in workmanship, material and design, and will replace without charge any part which proves defective within one year after date of purchase. The Stone absorbers will sell to car-owners in Canada at $12 per pair.

IRONING BOARD CLIPS

The Ironing Board Clip Co., Inc., Station B, Cleveland, Ohio, offers to the trade quick-catch clips, here illustrated.



The Quick-Catch Clip

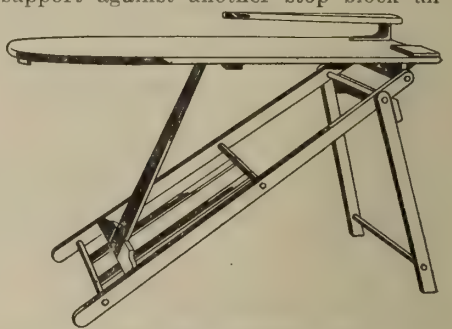
The clips are used for holding in position ironing board covers. The makers claim that the quick-catch clips enable any woman to change ironing board covers in half a minute. With the clips no pinning or tacking is necessary. The clips will, it is claimed, hold several thicknesses of cloth, as well as they do one. The clips can be easily attached to an ironing board in a few minutes. Complete descriptive matter, with illustrations showing the goods in use, may be secured from the above-named company.

AUTOMATIC IRONING BOARD

The Schultz Bros. Co., Brantford, Ont., announce that they have recently made a number of improvements in their Becker's automatic ironing board. The makers state that the improved board is scientifically constructed with due consideration for the laws of mechanics and the proper placing of loads, fulcrums and levers.

To set it up, you drop the upright stand and automatically the entire stand sets solid and firm, without any kicking with feet or manoeuvring with two hands where you should have three. Then raise the board and adjust the swinging support against the stop block under the board.

To iron skirts, drop the swinging support and slip the skirt over the end of the board. Then adjust the swinging support against another stop block under the end of the board, which, it is claimed, leaves the board solidly supported at each end and a clean space under the whole of it. The strips keep the skirt well off the floor.



Schultz Bros. automatic ironing board.

The sleeve board is mounted on an iron stand, is attached, and works on a pivot swinging out of the way when not in use. An iron holder is attached to the board. The board has a selected wood top, 15 x 54 inches; sleeve board, 5 x 27 inches; weight, 30 lbs.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1168. **Insecticides and fungicides.**—A firm in Cape Town who makes a specialty of these lines and is organized for the sale of same in large quantities, having advertised extensively, requests immediate and complete information on these lines and on spraying machinery of all kinds.

1170. **Boiler tubes.**—A British railway company is prepared to consider quotations on steel locomotive boiler tubes delivered Derby.

1171. **Nails.**—A Birmingham firm inquires for quotations, delivered Calcutta, on British American bright dowell nails in wooden kegs of 1 cwt. each; 15 cwt. 1½ inch by 13 B.W.G. and 15 cwts. 1¾-inch by 13 B.W.G. State earliest delivery.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

LAST week it was predicted in the weekly market reports that higher prices would soon go into effect on black pipe, boiler tubes, black sheets, soil pipe, screen wire cloth, butts, and many other products. That the predictions were well founded is to be seen in the important and far-reaching price changes which have gone into effect on the above and other lines this week. There is an exceptionally heavy budget of price changes this week, nearly all in an upward direction. Chief interest in the market situation this week centres around the conditions in the iron and steel trade. Men who have been in the metal trade for years state that they have never known conditions to compare with those prevailing to-day. The situation at present is not only unprecedented, but there is a vagueness about the future that causes apprehension as to what developments may be a few months hence.

Among the many lines which have been affected by price changes this week are spelter, lead, copper, antimony, solder, steel and iron, black sheets, black iron pipe, galvanized sheets, roofings, brooms, wire cloth, copper and nickel ware, linseed oil, turpentine and other lines.

In the paint trade business is showing up favorably with a year ago. Manufacturing demands are also developing in certain lines. The linseed oil and turpentine markets are still on the upward trend and there is a wide spread in the range of prices quoted, as indicated by the weekly reports on the following pages. Zinc and lead are firmer and if present costs of raw materials go much higher, it would not be surprising to see ready-mixed paints advance to the prices which were in effect before the recent decline. Western Canada jobbers state that business during the first week in November has been very good. Grain shipments are passing through Winnipeg in record time and are being transported to Eastern ports very quickly. Several price changes are shown in the Winnipeg report this week.

MONTREAL

MONTREAL, Nov. 12.—Chief interest in the market situation this week centres around the conditions in the steel and kindred trades—and this deserves first mention as compared with reference to the continued improvement in business. Men who have studied the conditions in the metal markets for years state that they have never known conditions to compare with those prevailing to-day; the situation is not only unprecedented but there is a vagueness about the future that causes apprehension as to what the developments may be regarding both prices and deliveries. Steel is chiefly concerned, but there are so many branches of the metal trades which are influenced thereby or which to a more or less extent depend upon the same sources for raw materials, that the effect is widespread and extends throughought a number of the most important lines of manufacture in both light and heavy hardware. When it is stated that some big American steel mills are not only asking months in which to make deliveries but are even declining, with thanks, to take orders at all, it will be appreciated that the situation is becoming serious.

Last week Hardware and Metal predicted the advance of prices on black sheets and black pipe with probable advances in boiler tubes and soil pipe, while solder and brass products were considered to be on their way up and metals in general following the rising tendency. That this prediction was well founded is to be seen in the higher cost to the trade of black pipe and black sheets and solder, while boiler tubes and soil pipe are undoubtedly now below the market level. But such have been the developments that these changes but slightly indicate the situation. Galvanized sheets are due to advance quickly and materially. Tinned iron seems uncertain to go up at the same time. Not only brass, but copper as well, should logically advance on the position of raw materials. Another material advance has already been made in such items of steel as, mild, sleigh shoe, reeled machinery, tire, toe calk, spring and band steel—and the indications are that throughout the whole of the lists influenced by the steel market there will be higher prices if the present market tendencies continue. In addition spelter, lead, copper and antimony are all quoted higher and they, with tin and aluminum, seem more likely to continue upward than to decline. Important advances have been made in roofing materials, and wire cloth and brooms are higher. On the other hand there is one note of weakness—unexplained but still evident—in a decline in the trade price of copper and nickel ware.

The improvement in trade conditions is largely in the country districts and in the heavier goods that is no doubt considerably influenced by the approaching close of navigation. A comparison with the trade of a year ago is very satisfying to the wholesalers. A break in the weather is being awaited to stir up the demand for winter lines and this especially applies to the city. The paint business is fairly satisfactory, although there is still a tendency to be conservative on booking; ammunition is still in fair demand and there have been a few orders for builders' hardware cropping up with the end of the season.

Tin Firmer

Although the local quotations remain at 42c-43c, the position of the market is slightly stronger than at last report with a continuance of the upward tendency. New York is about ½c higher than a week ago with prospects that the November situation will become a tight one before the end of the month. Unless there are substantial shipments from London in the next ten days, it is predicted that higher prices will be in order. The situation is one of shortage of supplies rather than an attempt at exploitation and the demand from consumers both for spot and November is very moderate.

Spelter Advances.

Strength having developed in the spelter market during the week, a further advance in the local quotation of ½c, to a basis of 20c to 21c, has been made. In sympathy with this advance there are reports in the trade that manufacturers of

galvanized sheets are about to make material increases in their quotations. When it is stated that since the 18th of October the American situation has shown an increase of 2½c per pound for prompt deliveries and 3½c per pound on futures, it will be appreciated that spelter has been steadily working back to old high levels. Late New York reports are of a further development of strength on heavy business.

Lead Moves Upward

The upward movement of lead continues, and the local quotation has been advanced another ¼c, now being 7c to 7¼c—and the tone is firm. Since last report, the American Trust has advanced 10c cwt. to a basis of 5c a pound. On this advance the market appears to be sound with nothing to interfere with the Trust's control of prices. Independents are pretty well sold up and second hands are doing little or nothing in the American market

Advance in Copper

The strength in the copper market to which reference has been made for several weeks has resulted in a change in the Montreal quotation to 22½c, covering an advance of 1c. The American reports indicate that consumers are extremely busy, despite the fact that not many war orders have been placed there of late. On the other hand the talk of big munitions business in Canada is undoubtedly a factor for strength on this side of the line. However the whole movement to advance the position of the copper stocks on Wall Street seems to be meeting with very little result

Antimony Advances

The statement made in last report that higher prices for antimony were warranted, finds confirmation in the advance this week of the nominal quotation from 37c to 40c a pound. This places the Canadian market on a more even footing with the American. However, in the latter the recent increases continue, the present prices being ½c higher; Chinese and Japanese 36c to 36½c, and American 35½ to 36c. The trading situation is quiet and consumers seem to be fairly well supplied.

High Price of Aluminum

While the nominal quotation for aluminum remains at 60c in the local market, it is safe to say that little business could be done on that basis in view of the American situation. New York continues to advance and at last report quotations were 56c to 58c, which does not leave much margin on a Canadian figure of 60c. An adjustment to a higher level for this market seems almost certain. The demand is naturally very narrow at such prices.

Solder Advances

At last report it was stated that higher prices were in order for solder. These have generally gone into effect, although there is such a wide range as between the different products, in relation to proportion of ingredients used, that it is difficult to strike a basis to cover all brands offered. The new quotations given here are 1c to 2c above those of a week ago:

Half-and-half	25c-27c
Strictly	28c-29c

Unprecedented Condition of Steel and Iron

Canadian dealers closely in touch with the steel trade state that present conditions are absolutely unprecedented. Not only is the present unsettled but the future is very vague and as regards a number of products disorganization of the trade is threatened. This week there is another advance on practically all varieties of steel, the increase being 10c in most instances. New quotations follow:

Mild steel	$2.45
Sleigh shoe steel	2.45
Reeled machinery steel	2.90
Tire steel	2.55
Toe calk steel	3.05
Spring steel	2.90
Band steel	2.45

Iron continues very firm on the basis of $2.20 for bar.

Brass Products to Go Higher

The whole situation in metals, as explained in last report, indicates that there will be higher prices for brass products. And when the increases come it is predicted that they will be of a material character as the tendency of producers is to stay below the market as long as they can and then catch up in sharp order, taking up the advances in raw materials and usually going a little bit above. The following quotations for brass are very firm:

Springs, sheets, up to 20 gauge	$0.45
Rods, base ½ to 1 in. round	0.42
Tubing, seamless base	0.42
Tubing, iron pipe size, 1 in. base	0.45

Copper Goods Firm

Copper products are also subject to the same market influences as brass. However, this section of the market is not likely to see such marked changes in prices in the event of manufacturers starting an upward movement, because there have been adjustments made from time to time. Still the following prices are very firm:

Bars, ½ to 2 in.	$30.50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31.25
Copper sheet, tinned 14x60, 14 oz.	34.75
Copper sheet, planished, 14x60 base	41.25
Braziers' in sheets, 6x4 base	30.50

Lead Sheets and Pipe Firm

The further advance in the market for pig lead, which now makes a total of ½c for the recent movement, has created a very firm market for lead sheets and pipe. For some weeks it has been pointed out that the quotations for lead products have not been materially affected because reductions were not made on the same basis as the decline of the raw material. However, an advance of ½c is a material change and, therefore, higher prices would not be surprising. Present prices are very firm:

Lead pipe	$0.09½
Lead waste pipe	0.10½
Sheets, 3-lb. sq. ft.	8.25
Sheets, 3½-lb. sq. ft.	8.00
Sheets, 4 to 6 lbs. sq. ft.	7.75

Cut sheets, ½c per lb. extra.

Cut sheets, to size, ¾c per lb. extra.

Black Sheets Advanced

As predicted last week there has been some readjustment of prices on black sheets in an upward direction but the situation remains very much unsettled. Certain wholesalers state that they have not changed their quotations and metal dealers handling larger business, in most cases, give no change in the figures established a few weeks ago but state that the prices are now absolutely net. Evidently the advance has been adjusted by taking up certain allowances below the list. The two lists still heard locally are as follows:

	Assoc.	Ind.
10 gauge	$3.00	$2.75
12 gauge	3.00	2.80
14 gauge	2.85	2.60
16 gauge	2.85	2.55
18-20 gauge	2.85	2.60
22-24 gauge	2.85	2.70
26 gauge	2.95	2.75
28 gauge	3.00	2.80

Black Pipe Advances

The prediction of higher prices on black pipe made last week has been followed by an advance of about 4 per cent. The quotations on galvanized pipe remain unchanged for the time being. Adjustments on the lapweld have not yet been announced. The higher prices are the result of the whole upward trend of the metal markets. The new prices on buttweld, black, are as follows:

Size.	100 ft.
¼ in. and ⅜ in.	$2.28
½ in.	2.81
¾ in.	3.22
1 in.	4.76
1¼ in.	6.44
1½ in.	7.70
2 in.	10.36
2½ in.	16.38
3 in.	21:42
3½ in.	25.76
4 in.	30.52

Galvanized Sheets Firm

Advances, material and almost immediate, may be looked for on galvanized sheets. Intimation to this effect has been given by the manufacturers. This is the result of the new upward movement in the price of spelter and the general tendency to higher levels on the part of steel materials.

Tinned Iron to Advance

In common with the upward movement in the steel market, as reflected in quota-

tions on sheets, etc., higher quotations on tinned iron may be looked for in the very near future, as there has not been a readjustment in this market for some little time.

Boiler Tubes Firm

The prices on boiler tubes are very firm following the advance on black pipe and the general tendency of metal products. Readjustments to higher levels are to be looked for, as stated last week. The same conditions also apply to soil pipe where a firmer application of the discounts is to be expected. The medium discount has been 65 and 10 per cent. off and the heavy 45 per cent. off. Boiler tubes are firm as follows:

100 ft., ½ in.	$10.45
100 ft., 2 in.	9.60
100 ft., 2½ in.	12.25
100 ft., 3 in.	13.30
100 ft., 3½ in.	15.55
100 ft., 4 in.	19.80

Nails and Wire Firm

The recent advances on nails and wire have not by any means eased the situation in this market and, with the steel market continuing as it has been doing for some weeks, further increases are more probable than changes in the other direction. The basis for wire nails is $2.60.

Advances on Building Papers

The recent advance in tarred felt has been followed by another important advance which brings this item of roofing to $2.40, while ready-roofing and carpet felt are also quoted at higher prices. New quotations are as follows:

Tarred felt, 7-10-16 oz.	$2.40
2-ply R.R.	85
3-ply R.R.	1.10
Carpet felt	2.75

Brooms Advance

A number of the Montreal wholesalers have recently made an advance in their quotations for brooms. The price is now 25c higher.

Brushes

Reports from brush manufacturers are to the effect that there has recently been an improvement in the situation as regards raw materials and, with quotations maintaining the advances made, the outlook is cleared. One firm of manufacturers recently gave this information in putting out a new price list.

Improved Demand For Bolts and Screws

There has recently been a tendency to order bolts and screws more freely, the trade evidently recognizing that from the developments in the iron and steel markets that there are likely to be further advances in the near future. Deliveries of those sizes of screws in demand for the manufacture of ammunition boxes have improved.

Advance on Wire Cloth

The price on wire cloth has been advanced to the following basis: 100-foot rolls, $1.70 per 100 sq. ft.; 50-foot rolls, $1.75 per 100 sq. ft.

Change in Copper and Nickel Ware

A rather interesting change in the prices on copper and nickel ware is announced, the discount on boilers, kettles, tea and coffee pots being changed from 33 1-3 per cent. to 40 per cent. The reason for the decline in price is not explained and is rather a surprise in view of the present position of the copper market.

Demand For Builders' Hardware

With the end of a building season that could hardly be called such, it has been noted that there have been a few rather good orders for builders' hardware cropping up. For the most part these are in the city and are for schools or other public buildings or institutions.

Seasonable Lines Moving

There has been a noticeable improvement in the movement of winter lines and the demand for lumbering supplies is in evidence, including axes and axe handles, shoe calks, etc. However, it still seems to require a fall of snow to start the movement of a number of seasonable lines which have been rather neglected; the policy of delaying purchases until there is an actual demand for the goods is still popular evidently.

HARDWARE AND METAL'S ELECTRO SERVICE

In last week's issue of Hardware and Metal there appeared two new assortments of electros, suitable for use by retailers in preparing advertisements for securing Christmas trade. A large number of retailers have secured electros from the electro service department of Hardware and Metal, in fact, over 4,000 Hardware and Metal electros are now being used by retail hardwaremen in various parts of Canada. Proof sheets showing the complete assortment of nearly 300 electros will be mailed free to readers of Hardware and Metal upon request.

Stove Business Satisfactory

Although there has been a little cooler weather of late the indications in the stove trade are that it will require a fall of snow and a real touch of winter to bring another active movement. Altogether, however, the season has been satisfactory compared with a year ago and considering the existing conditions.

TORONTO

TORONTO, Ont., Nov. 11.—Business in the hardware trade is showing some improvement, but cooler weather is needed to create a better demand for more seasonable lines. Stocks are inclined to be light, but with the improvement in conditions generally and a more optimistic feeling as regards the outlook in the trade, dealers will have more confidence in replenishing their stocks. The country trade continues good, while a slight improvement is noticeable in the city.

A number of price changes have been made, due principally to the increasing cost of iron and steel. The steel trade is extraordinarily active, and is naturally affecting the hardware market. Indications point to still higher levels, and so further changes in hardware lines are expected from time to time. Iron and steel bars, horseshoe iron, sleigh shoe steel, toe calk steel, etc., have all advanced sharply. Galvanized and black sheets are hig[illegible]. Other lines affected include black wrought iron pipe, hinges and butts, black wire cloth, roofing materials and leather belting. The high ocean freight rates are a serious handicap to importers, and are adding considerable to the cost of imported goods.

The developments in the shell industry are being followed with the greatest interest, which is to be expected, considering the large amount of money involved. The contracts for the 6-in., 8-in., and 9.2-in. shells are being allotted gradually, and it is pretty well understood who are likely to be awarded contracts, although the size of the contracts have not been given out officially. A large number of tenders for shells and shell parts have been submitted, and their consideration requires considerable time and attention. The reorganization of the Shell Committee will probably not take place until the awarding of the various contracts has been completed. Sir Frederick Donaldson has left for England, where he will report to the War Office as to the conditions in Canada and the feasibility of establishing ordnance works here.

Iron and Steel

Quotations on semi-finished and finished steel products continue to advance. Prices of steel bars have been withdrawn on account of the unsettled condition of the market, due to the heavy demand for steel and difficulty in making delivery in anything like the time usually required. Bar iron ex warehouse is now being quoted at $2.40 base and steel bars at $2.50 base per 100 lbs. Other new prices are as follows: Angles, $2.75; refined iron, $2.95; horseshoe iron, $2.95; sleigh shoe steel, $2.60; tire steel, $2.75. The steel trade at present is exceedingly active, due largely to the very heavy demand for steel for munitions. The increase in price of iron and steel is, of course, affecting many lines in the hardware trade. Prices of electric weld coil chain have been reduced slightly, but in all probability will only be effective a short time. With a higher tendency on all steel products, chain

cannot help but be affected. Proof coil chain, fire welded, is unchanged, but an advance is looked for in the near future. Boiler tubes, seamless, are very firm at last week's advance, and may go still higher.

The high-speed tool steel situation may fairly be said to be acute. The scarcity, especially under present conditions, is very serious, and is arousing considerable anxiety to makers of munitions. Although prices are advancing all the time, ranging from $2.50 to $3.50 per pound, the makers are unable to promise either a definite delivery date or the amount specified. Stocks in Canada are very low and supplies are difficult to obtain from Sheffield, England, on account of the restrictions placed on exports of tool steel by the British Government because of the enormous demand and the necessity of conserving supplies. The heavy demand in the States also makes it exceedingly difficult to obtain supplies from the mills in that country.

The extraordinary demand in the States for steel, principally for munitions, continues, and the mills are overwhelmed with orders. The output is expanding rapidly, and prices are steadily advancing. For domestic delivery all makers are quoting bars at 1.50 Pittsburgh, but export business is being booked at considerably higher figures. The heavy demand for billets continues, and prices are still advancing. Bessemer billets are now being quoted at $26; open-hearth billets, $28; and forging billets range from $35 to $45 f.o.b. Pittsburgh.

Pig Iron

There is an increased demand for low phosphorus pig iron, and there appears to be some scarcity of this grade. It is reported that Canadian buyers are unable to satisfy their requirements, one interest being in the market for several thousand tons monthly. Foundry grades are in better demand, but the tonnage is comparatively light.

Machine Tools

Although it is understood that no contracts for the large shells have been signed up, a number of firms, who are practically certain of getting some of the business, are making preparations to this end. Inquiries have been sent out for heavy lathes, but few orders have actually been placed, although considerable activity is expected very shortly. The situation is interesting for local dealers, and also the builders of suitable tools.

Old Materials

The market for scrap iron and steel is weaker, Canadian mills having covered for their requirements meantime. No. 1 wrought iron and heavy melting steel are both lower, having dropped 50c a ton. Machinery cast iron is stronger, and has advanced 50c per ton. The market for scrap copper, brass, zinc and lead is reasonably active. The United States market is said to be over-supplied, and a reaction may be expected. Quotations on the above-mentioned metals are unchanged, and are quoted at 10c per pound.

Metals

The general situation in the metal market is much the same as last week. The upward movement in tin continues, and lead has also advanced slightly. There is no change in the copper market, but the position of this metal is a good one, and higher prices are more likely than otherwise. The spelter market is much firmer, and indications point to higher prices in the near future. There is nothing of particular importance to note with regard to antimony and aluminum except that supplies of the last-named metal are practically unobtainable. Solders are firmer and higher prices may develop shortly.

Tin.—Considerable activity has developed in the tin market, and the upward movement continues. The market is in a sound position, but there is a possibility of a revival in speculation. Tin has advanced 2c, and is quoted at 42c to 43c per pound.

Copper.—The market is steady and firm. Production is going on at a rapid rate, but at the same time consumption exceeds the output. The position of this metal is a strong one, as consumption will increase rather than decrease. Local quotations are firm at 19½c per pound.

Spelter.—The market is strong, and is starting to move more rapidly. There is an improvement in demand in New York, both domestic and exports. Spelter has advanced 1c, and is quoted locally at 18c to 20c per pound.

Lead.—The New York market is firm at the "Trust" price, which is 5c per pound, while the London market has also advanced. The advance is attributed to increased demand for munitions. Lead has advanced ½c locally, and is now quoted at 6¾c to 7¾c per pound.

Antimony.—The market is fairly active, but the general situation is unchanged. Antimony has advanced 5c, and is quoted locally at 40c per pound.

Aluminium.—The situation is unchanged, and supplies locally are almost unobtainable. Quotations are nominal at 60c per pound.

Sheets

There is a fair demand for galvanized sheets, and prices are very firm, with an upward tendency owing to increasing cost of spelter acid and black sheets. New prices for "Premier" galvanized sheets have been announced, while "Apollo" sheets have also advanced, ranging from 20c to 40c, according to gauge. Prices of black sheets have advanced 10c for all gauges.

Wrought Iron Pipe Advances

As predicted in last week's issue of Hardware and Metal, an advance has been made in black standard wrought iron pipe. The new prices are given below, and it will be noted that galvanized pipe has not been affected. The advance is due to the increasing cost of raw materials and scarcity of the same owing to the unusual activity in the iron and steel trade.

Size.	Per 100 feet Black	Galv.
Buttweld.		
⅛ in.	$ 3 00	$ ....
¼ in. and ⅜ in.	2 28	3 69
½ in.	2 81	4 46
¾ in.	3 22	5 46
1 in.	4 76	8 08
1¼ in.	6 44	10 93
1½ in.	7 70	13 03
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 34
3½ in.	25 76	43 70
4 in.	30 52	51 78
Lapweld.		
2 in.	11 84	19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in. x 25 lbs. per ft.	85 00	138 75
8 in. x 28 lbs. per ft.	97 92	159 84
9 in.	117 30	191 48
10 in. x 32 lbs. per ft.	108 80	177 60
10 in. x 40 lbs. per ft.	140 08	228 60

Hinges and Butts Advance

Prices are stronger for these lines, and the following new discounts have been announced. Wrought butts, No. 804 and No. 840, 65 and 10 per cent.; No. 800 and No. 835, 67½ per cent. Heavy tee strap hinges are unchanged at 40 per cent., but light tee strap hinges are higher at 67½ per cent. The higher prices are due to increased cost of raw materials.

Roofing Advances

Price changes in some lines of roofing material have been made, which are as follows: Tarred felt, 7-10-16 oz.. $2 40 per roll of 100 lbs.; two-ply red star ready roofing, 85c per roll; while the same brand in three-ply is now quoted at $1.10 per roll. "Amatite" roofing is quoted at $1.85 per roll, and carpet felt, 16 oz., at $2.75 per 100 lbs.

Screws and Nails

Owing to the high cost of raw material, an immediate advance in many lines of screws is expected. Higher prices for wire nails are also anticipated for the same reason. Wire nails are quoted at $2.55, and cut nails at $2.70 per keg.

Cutlery Situation Serious

The cutlery situation is becoming daily more acute owing to the difficulty in obtaining shipments from Sheffield. Cutlery manufacturers are so busy with orders for the War Office that other requirements have to take second place. The situation is further complicated by

the demand for cutlery for the Christmas trade.

Household Utensils

Prices of galvanized and tin ware are very firm, and are expected to advance. Sheets are higher in price and delivery is very backward; the strength in the metal market is also an important factor to be considered. There is a good demand from the country for various lines of ware, but stocks generally are moderate and buyers are cautious. Prices of copper ware are weaker, but this is only temporary, as the tendency is for higher prices.

The Stove Trade

There is a good demand for ranges and cook stoves, but heaters are moving rather slowly. There is a better demand for furnaces in the country than in the city. The trade is looking for cooler weather to stimulate business.

Wire Cloth Advanced

A sharp advance, anticipated in these columns last week, has been made in black wire cloth. The new prices are 20c per 100 square feet higher, and are as follows: In 100 ft. rolls $1.70, and in 50 ft. rolls $1.75 per 100 square feet. The advance is due to the high cost of wire, and indications point to still higher prices.

Rope Trade Good

Business in the rope trade is good, and prices are very firm, with a higher tendency. The situation in Mexico has improved, but an advance in sisal is expected. The high ocean freight rates at present prevailing are adding considerably to the cost of raw materials, with no relief in sight. Stocks of Russian and Italian hemp are low, and there is very little coming through. Prices are shown in current quotations.

Belting Has Advanced

The long-expected advance in leather belting has materialized. There is a big demand for belting, and there is also a lot of leather being used for making war equipment. The new discounts are as follows: Extra heavy double and single 10 per cent. and standard quality 50 per cent.

LONDON

LONDON, Ont., Nov. 9.—A number of important price changes have taken place this week. Some of them lines affected are linseed oil, turpentine, black iron pipe, heavy tee, and strap hinges. Changes are expected in the near future in screen wire cloth, butts and other lines of steel products.

Business this week has been very fair, although it is generally felt that there would be a great improvement if colder weather set in. Christmas lines are beginning to sell.

Collections are good. Merchants are still buying carefully, but there is a better all-round feeling in business circles.

Linseed Oil Advances

Linseed oil has advanced 4 cents per gallon and is now quoted locally as follows:

	Raw.	Boiled.
1 to 2 bbls.	81c	84c
3 to 5 bbls.	80c	83c
6 to 9 bbls.	79c	82c

Turpentine Advances

A further advance of three cents per gallon has taken place in turpentine this week and quotations are as follows:

	Per Imp. Gal.
1 bbl. lots	85c
2 to 4 bbl. lots	84c
5-gal lots	92c

Advance on Pipe

As predicted by Hardware and Metal last week, there has been an advance in the price of black iron pipe. Galvanized pipe remains unchanged. Quotations locally are as follows:

	Black	Galvanized
¼	$ 2 28	$ 3 69
⅜	2 28	3 69
½	2 81	4 46
¾	3 22	5 46
1	4 76	8 08
1¼	6 44	10 93
1½	7 70	13 06
2	10 36	17 58
2½	16 38	27 79
3	24 42	36 34
3½	25 76	43 70
4	30 52	51 78

Advance on Hinges

An advance has taken place on light tee and strap hinges which are now quoted at 70 per cent. discount. Screw and strap hinges are quoted as follows: 6 in. to 12 in., $5.25 per 100 lbs.; 14 in. and larger, $4.50 per 100 lbs.

Nails, Wire, Etc.

Nails are firm at $2.55 base for wire, and $2.70 base for cut nails. Fence wire remains unchanged but firm at former quotations.

Other Lines

There is a fair demand for glass. Quotations remain as follows: single dia., 20 per cent.; double dia., 20 per cent.; cut lights, 20 per cent. Bar iron is firm at $2.25 base.

Spring Booking

Rope is being booked for spring delivery at present prices. Harvest tools are being booked for spring at 40-12½ per cent; poultry netting is quoted at 45 per cent.; spades and shovels, 1sts, 60 per cent.; 2nds, 55-2½ per cent.; 4ths, 45 per cent.

WINNIPEG

WINNIPEG, Nov. 11.—The month of October exceeded all records in the output of steel, and, in spite of this, the mills are getting worse off with regard to deliveries than they have been at any previous date. It is not an uncommon thing to hear of a mill being from three to six months behind with their orders, and unheard-of prices are being paid to get delivery on some products.

The activity in the wire trade shows no sign of letting up, and barbed wire, both galvanized and painted, is in great demand by the allied nations. It is more likely that further advances in prices will be recorded, affecting these two lines, and in addition, wire nails, plain and annealed wire, plain galvanized wire and fence staples.

Demand for Sheets

The demand for galvanized and black sheets has increased during the past week, and may be termed now as being very heavy. It is more than likely further advances will be made in galvanized sheets, and reference is made below to changes going into effect on black sheets.

Business during the first week of November has been very good, and all the jobbers expect to make a very creditable showing at the end of the month.

Winnipeg suffered its first heavy snowfall Sunday night, and if this is general, there will be a lull in threshing operations for a few days. Grain shipments continue to come through in record time, and are being transported through to the Eastern ocean ports very quickly.

The fall of snow is bound to increase the demand for sleighs and snow shoes, and heavier shipments will undoubtedly be made during the next week or ten days. Other seasonable lines, such as skates, hockey sticks and Christmas cutlery continue to move freely.

There is one change to note in the price of boiler tubes, this being in the 2-in. size, and the following prices are in effect here:

Boiler tubes—

2 in., per foot, 12½c; 2½ in., 14½c; 3 in., 17½c.

Linseed Oil Advanced

Linseed oil has advanced another 4c, and on account of the scarcity of flax, combined with the high price being paid for same, it is more than likely further advances will be noted in the very near future. To-day's ruling prices are as follows:

Linseed Oil—

Raw, per gal., 87c; boiled, per gal., 90c.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

Black Sheets Advance

A change has taken place in black steel sheets. The advance amounts to 25c per 100 lbs., and to-day's ruling prices are as follows:

Black Steel Sheets—

10-12 gauge	3.40
14-16 gauge	3.35
17-24 gauge	3.60
26 gauge	3.70
28 gauge	3.85

WEEKLY PAINT DEPARTMENT

Prices of Paint in Canada

Many Retailers Still Selling Paint on Old Cost Basis—Analysis of Actual Business Working of Advances Some Time Ago—The Future Outlook

By J. W. TYSON

DESPITE the recent decline in several of the more important lines of ready-mixed paints, the majority of retailers will this fall pay more for their stocks than at any time in the past. This, on the face of it, appears to be an anomalous statement and requires explanation, but before making that explanation let us follow it with another statement based thereon. The hardware trade is at the present time in the position of having to ask higher resale prices on many lines, when the market is nominally lower than for some months—or of taking lower profits. The moral of this article, and it is to be hoped the retailer can see it, is that the prices to the consumer should be advanced on the basis of the cost price. To those dealers who followed the April advance by manufacturers this is not directed, but rather to those who bought before the rise and gave their customers the benefit of their judgment—and Hardware and Metal understands they were many.

The situation is one which can only be understood by an analysis of the actual business working of the advances made some months ago, as compared with the obvious or superficial aspects of the market. In the first place, the advances applied to all lines, and meant an addition of ten cents at least, and in many cases much more, while the decline was not more than ten cents, and only applied to a few lines. In the second place, the dealers who were in touch with conditions and had sound business judgment did not pay the advance at all, but got their orders in on the old basis. These are the men who now face the higher prices for the first time. That is the reason why they have been holding for lower prices, and that is also the reason the manufacturers, believing they would be able to make extensive reductions, encouraged the idea, until advancing prices for raw materials forced them to change their plans. And both of these reasons account for the tendency this summer of buying for actual wants only and allowing stocks to run to low ebb.

The Advance and the Decline

To go back to the April advance, we find that in the issue of April 10th Hardware and Metal announced the advances to go into effect on the 15th and applying to deliveries after May 1st. The advances were: General lines of mixed, including floor and porch paints and enamels, 10c a gallon, excepting bright reds, on which the increase was 25c.; flat oil paints, 10c a gallon, with 50c a gallon for bright reds; barn paints, 5c a gallon; carriage paints, a small advance for all colors, excepting reds, which went up 33 1/3 per cent.; wagon paints, 10 per cent. advance on all colors, excepting reds, which advanced 25 per cent. Colors, in oil—Greens, 1c lb.; other colors, 2c lb., excepting vermilions, Prussian blues, Chinese blues and Japan colors, which were withdrawn.

Against these advances the declines were narrow. On October 30th Hardware and Metal announced changes as follows: A reduction of 10c a gallon on house paints (excepting whites), outside porch paints and flat wall paints. On inside floor paints, barn paints, roof paints, cement paints and other lines, the former advanced quotations were continued. As between colors—excepting whites—no distinction was made, and the spread between reds and greens and some other shades continued.

Thus, while the minimum advance was 10c on all lines, with many as much as 25c and 50c the maximum, the only decline was 10c, and this applied to a few lines only. But this does not explain why many dealers are now paying more than they did for their summer stocks. This requires the analysis of the actual working of the advances, to which reference has been made.

Dealers Beat the Market

It will be noted that on April 10 Hardware and Metal gave the actual advances taking effect on the 15th of the month, but not actually operative until the 1st of May. Prior to this, for some weeks the market indications had shown definitely that mixed paints were going to advance, and the reports in this paper had shown this and forecast the rise in prices. Also it is taken for granted that the travellers of the different manufacturers had done the same thing, especially after the advances had been definitely decided upon. Thus, for at least three weeks, the retailer had an opportunity to get in his stocks at low prices. Needless to say, all the discerning dealers, particularly those who had been following the market reports, bought accordingly. Throughout the summer they have had cheap stocks, and they were looking for a decline before they had to replenish.

Failed to Profit by Foresight

However, many of the retailers have gained an advantage over the market by foresight in placing their orders for the summer supply failed to reap their harvest. They took the attitude that they would extend their advantage to their customers and maintained the usual prices. In this they no doubt were influenced by the general feeling that before another season the abnormal conditions would be removed and that they would be able to buy at the old prices without being affected by the rise; also there was the consideration that with comparatively small consumption and hard times prevailing it would not be propitious to make advances.

Entitled to Full Profits

Thus is logically established the position of many retailers to-day where they find that the reduction in prices has not been commensurate with the advances, and they have to face for the first time quotations which have actually been established for six months. Rising costs of raw materials have forced the manufacturers to keep prices up in many lines, and the indications are few that there will be material declines until there is a radical change in the general conditions prevailing. The retailer naturally is somewhat reluctant to make advances to his customers at this time when the market is nominally weaker, and when conditions do not encourage a very active consumption. But this is the only logical course.

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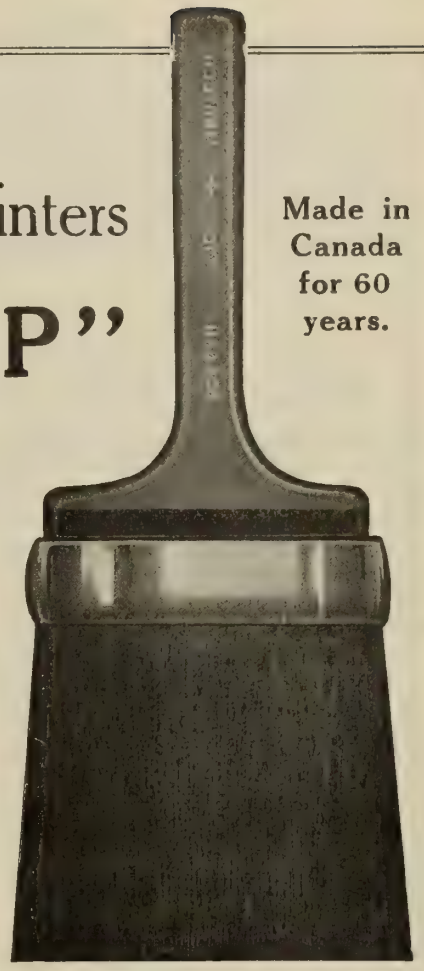

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the advantage of his good buying, and who fixed his profits on his actual costs, should now have no compunction in making full advances on the price which he has to pay. If the customer objects, he should meet him with the argument that for six months he has been given the advantage of a price which was below the market. The wise merchant who decided in May that he was going to sell paint for what it was actually worth, and who kept the extra profit himself, does not need this advice.

Sales and Rising Market

Just a word of advice to the retailer who may think that if he makes the advances required by the higher costs he will interfere with his trade. Past experience indicates that there need be little fear in this direction. When ready-mixed paints first came into the Canadian market and began what has been, at certain periods, an uphill fight for popularity, the prices were not more than one-half what they are to-day. Prices have been steadily increasing, but the Canadian paint industry, with its immense manufacturing plants, is conclusive evidence in itself that rising costs have not interfered with either consumption or popularity—largely because those advances, as in the present case, have been based upon the actual prevailing market conditions in relation to raw materials.

CANADA PAINT COMPANY'S ANNUAL CONVENTION

Montreal, Nov. 6, 1915.—The convention held here last week at the head offices of the company was the largest and most successful in the history of The Canada Paint Co. It was attended by all the travelling representatives, sales managers, and heads of departments.

The convention was opened by the manager, W. H. Aird, who was thoroughly optimistic in his address, and spoke with great confidence regarding the prospects for the coming year. He expressed the deep appreciation of the management for the splendid work done during the past twelve months under most trying conditions.

Many of the men were happily surprised to learn that they figured among the top-notchers and estimate winners, and the cheques and prizes were received with much hand-clapping and enthusiasm.

During the convention the lines produced by the company were thoroughly dealt with, and many beautiful exhibits displayed, so that the quality and uses of the various finishes were very strongly impressed upon all present.

On Wednesday evening a most enjoyable banquet was held at the Canada Club, during which there were speeches by the company's officials and guests, as well as music and good things to eat. Probably the most striking event of the evening was the toast to "Our Absent Ones," whose names were inscribed on the roll of honor above the head table. A fund was made up to send each member of the organization at the front a suitable and useful Christmas package.

Everyone took the fullest advantage during the various sessions to increase his knowledge of the many lines put out by the company. Optimism and enthusiasm proved contagious to all concerned with the convention, including factories, offices, and men on the road, and will greatly help in the determination to make the ensuing year a record one for the Canada Paint Co.

WEEKLY PAINT MARKETS

(Continued from page 56.)

ed, the former being ½c higher than the latter. White lead is firm and stationary. Resins have advanced. High ocean freight rates are adding considerably to the cost of imported materials. Collections continue fair.

Linseed Oil Advances Further

Flax seed is very high and supplies are coming in slowly to the grinders. The result is that linseed oil has advanced 2c. Stocks are said to be light locally and buying is on a hand-to-mouth basis. The following prices for linseed oil are generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels....	81c	84c per gal.
3 to 5 barrels....	80c	83c per gal.
6 to 9 barrels....	78c	81c per gal.

10 barrels and over open.

Later Advance

Just before going to press, an announcement has been made by a number of Toronto jobbers that owing to the high price of flaxseed a further advance has been found necessary on linseed oil prices. They are quoting raw linseed oil at 85c per gallon in single barrel lots, and boiled oil at 88c per gallon, with the usual reductions for larger quantities.

Turpentine Advances

Large shipments of turpentine from Savannah to Europe have stiffened the market as stocks are being depleted. The local market is quiet. Prices have advanced 3c, which makes a high level of 85c; some jobbers, however, are quoting as low as 77c, making a considerable range. The following quotations, however, are being more generally made locally: 1 barrel lots, 85c; 2 to 4 barrel lots, 84c and 5 gallon lots, 92c per Imperial gallon.

Mixed Paints

The reduced prices for ready-mixed paints recently in effect are not expected to remain in for very long. The cost of zinc oxide is considerably higher than was anticipated when the last schedule of prices went into effect. Linseed oil and turpentine are also advancing, which was not anticipated. The big demand for lead has resulted in white lead being very firm. With raw materials thus tending to higher prices makes it possible that mixed paints may have to be advanced.

White Lead

The general situation is unchanged and prices are firm. The heavy demand for lead for munitions is keeping the market very strong, although no advance in white lead is anticipated, in the immediate future. The base price of $9.60 per 100 lbs. in ton lots is being maintained.

Resin

There is a good demand for resin and prices have advanced $1 to $2 per barrel for all grades, especially "G" quality. The jobber's price for re-sale is 3½c per pound, gross weight.

Gasoline and Benzine

Prices have been readjusted to bring gasoline ½c higher than benzine. A shortage in supplies of gasoline is being experienced and the demand is quite brisk, resulting in a very firm market. Gasoline is now ½c higher and is quoted at 23½c for any quantity in barrels. Benzine has declined 2½c and is quoted at 23c per gallon in barrels.

Glass

Fair business is reported in the trade, but prices are generally considered to be far too low. The situation generally is unchanged.

Putty

Putty is moving out better, but business is under normal. Prices continue firm and are as follows in Toronto:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure Putty, 60c per 100 lbs. advance.

Oil for England

William H. Evans, Montreal, recently made a shipment of 30 tons of Canadian linseed oil to London, England. The order called for oil "expressed from seed grown in Canada only."

C. W. McGuire, manager London, Ont., branch Imperial Oil Co., was elected president by acclamation at the annual meeting of the Ontario Commercial Travellers' Association.

PEDLAR'S "PERFECT" PRODUCTS
MADE IN CANADA

ARE you passing up an opportunity to make handsome profits from the sale of Art Steel Ceilings and Side Walls?

Pedlar's Art Steel Ceilings

are a profitable line for the hardware man—most artistic and appropriate for Churches, Residences, Schools, Stores, Factories, Hotels and Public Buildings.

2,000 different designs to choose from. Easy to Install—Sanitary—Permanent—Fire-retarding.

If you have not yet received a copy of our handsome Art Metal Catalogue, write to-day for Catalogue No. 21-C.H.M.

Working drawings for erection supplied free.

Address Nearest Branch.

The PEDLAR PEOPLE, Limited
(Established 1861)
Executive Office and Factories: 26-T
OSHAWA, ONTARIO
Branches—Montreal Ottawa Toronto London Winnipeg

This label links your business with the bank

THE label of Berry Brothers on a can of varnish has long since become recognized as the mark of quality among discriminating buyers. Berry Brothers' Varnishes are staples of the painters' supply trade, and became so through merit.

It is the safest and surest line you can handle, as the demand for Berry Brothers' products is not only steady but cumulative, and this is what we have in mind when we say that our label links your business with the bank.

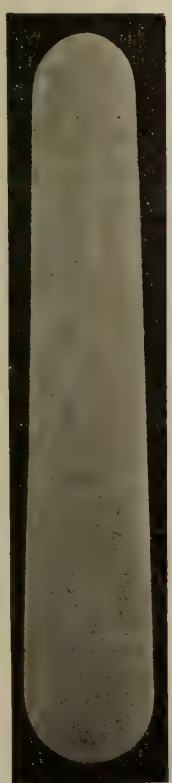
There is no element of risk in carrying a stock of varnish under Berry Brothers' label, and you also have the satisfaction of knowing that you are not only serving your own best interests but your customers' also.

Send for our complete price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
WALKERVILLE, ONTARIO

(180)



Stratford Ironing Boards

Have that nice grain and finish that is essential to quick, easy sales.

This board is made from **Selected** Basswood in two sizes:

No. 32 12" x 60"
No. 33 14" x 60"
Wrapped six in a bundle.

We also manufacture quality **Clothes Dryers, Bake Boards, Ladders,** etc.

Write for catalog.

THE STRATFORD MFG. CO., LIMITED
STRATFORD, ONT.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 12.—The trade has evidently settled down to adjust itself to the basis of prices as decided upon by the paint manufacturers as one of the conditions of the war times prevailing. This is indicated in the improvement in business which has come with the opening of the fall campaign for spring booking. The disappointment generally felt that the reductions on last spring's advances were not more substantial and more general, in consequence of which many merchants are facing higher actual costs than ever before (the bulk of the spring stocks having been put in before the April increases), has been offset by the increasing strength of the markets for raw materials. At the time the reduction was announced it was considered by the makers as being unwarranted by conditions, and since then the upward trend of oil, turpentine and lead has been such as to cause some talk of further increases. However, there is still a certain reluctance indicated on the part of the retailers to place their full spring orders, not that they may think the present prices too high in relation to manufacturing costs, but they regard the ever-changing conditions as likely to bring about reductions as advances on the already abnormally high quotations; besides the tendency in most branches of business at present is to avoid future responsibilities so far as possible. At the same time, there can be no doubt about the soundness of the prediction in the manufacturing trade, that if there is not soon some relief from the rising costs of ingredients higher prices are inevitable.

Speaking generally, business is showing up very favorably compared with the same period a year ago. Retailers' stocks had been run down so low with the outlook for lower prices that even though the fall season is so far advanced, there are fair requirements for immediate demand in addition to the booking. Manufacturing demands are also developing in certain lines. The situation as regards prices continues very interesting, with linseed oil and turpentine still on the upward trend and the cost of pig lead rising to a level where quotations are very firm, and are being restricted as to deferred deliveries.

Linseed Oil.—The linseed oil market continues to advance to higher levels, and with the upward movement the spread in quotations between different jobbing houses widens. The situation appears to be that while some prices are based upon the actual market value of the product, others relate to the cost of stocks on hand, and are evidently being held down in competition for the business going. On the present quotations of linseed crushers it is stated that the basis for raw oil should be about 80c—that it could not be bought to-day and sold for less to allow anything like a reasonable margin of profit. This appears to be the view of the situation as taken by several of the prominent jobbers, where the quotations were given as 79c to 80c for raw and 82c to 83c for boiled, with the usual discounts under this basis for orders up to five and from five to ten barrels. However, the rise in the market has not eliminated some of the old quotations, and from a couple of houses, usually considered as important factors in the market, the price of 73c and 76c for raw and boiled respectively is submitted, but these figures are likely to be changed at any time.

Turpentine.—Much the same conditions as noted in the linseed oil market apply to turpentine also. The recent advances have been so rapid that there has not been a general readjustment, and a wide spread in prices has been created as between the present cost basis and the price paid by some jobbers for their supplies on hand. Refiners who have been recently advancing about 5c a week report another rise of 3c in the past few days. Jobbers' quotations generally range from 75c to 78c, with the usual discounts on quantities, but as high as 80c and 82c are figures heard from other houses, which claim that a fair margin based on the present cost warrants such prices.

White Lead Firm

With a still further advance in the price of pig lead, making a total of 50c cwt. for the movement of the past five weeks, the situation as regards white lead has become even stronger. Reports indicate that the upward movement has now more than made up for the margin allowed when the last decline in lead in oil was made, and the fact that restrictions as to futures are being placed on orders, may be taken as an indication that an advance is now warranted, or would be, with any further increase in cost of raw material. The present figures are $9.45, with 30c added for less than ton lots.

Zinc Still High

There has been little to relieve the zinc situation. Not only are the manufacturers of paint paying higher prices than they had expected, but there does not appear to be any chance of a decline while the present conditions prevail. Zinc continues to be an important factor in the high prices of paints.

Gasoline and Benzine Prices Readjusted

There has been some slight readjustment on the increase in gasoline and benzine, as announced a week ago, the tank wagon price being raised to 20½c and the figure for drums reduced to 21½c, the change being ½c in each case. Benzine quotations are 1c under in each instance, with 23c in wood. The approaching close of navigation is causing a very good movement of gasoline, raw and refined oils, etc. Gasoline quotations are:

Gasoline, in wood	24c
Gasoline, in drums	21½c
Gasoline, tank wagon	20½c

Benzine 1c lower.

Glass and Putty

There is still a fair fall trade being done in putty at the old prices, which are firmly held. Whiting is an important factor in the putty market, and not only is the first cost of this material higher, but there is an important increase in freight rates to consider. Glass is steady and dull, except for some window sizes, which are still moving fairly well.

TORONTO

TORONTO, Ont., Nov. 11—Business is inclined to be quiet, although this month so far is rather better than October. Travelers are beginning to go out, but it is too early to tell what spring bookings will be like. Stocks are light and there is a tendency to carry only moderate stocks. Prices are firm and advances are looked for in some lines. Mixed paints are not expected to stay long at the present prices, as raw materials are going up. Linseed and turpentine have both advanced and are very firm at present quotations. Prices of gasoline and benzine have been readjust-

(Continued on page 54.)

The Ground, The Sowing and The Harvest

The yearly round of the farmer's life illustrates very simply the story of

B-H "ENGLISH" PAINT SALES

The Ground in Canada has been in preparation for years through education and development, and all over the country there is a great and growing demand for house paint, particularly B-H "ENGLISH" PAINT containing B.B. GENUINE WHITE LEAD.

The Sowing of the seed of advertising has been going on for years and we are planting more of it, and better this year. The

B-H "ENGLISH" PAINT

Advertising Campaign should develop very large orders for the agent who handles this paint.

Thus **the Harvest** is bound to be good, and the best way to reap most of it is to make enquiries to-day, about our B-H 1916 Campaign.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb. 60
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 40 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, day, 15½c; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5 p.c.; New Club, 15 p.c.; Arrow, 25 and 7½ p.c.

Remington, U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5 p.c. from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $9.00. net extras, as follows, subject to cash discount only: Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 50 per cent.
Standard, 50, 10 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal... 0 23 0 23
Drums, gal. .... 0 20½ ....

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 5 p.c.
Carriage Bolts ($1), list, 7-16 in., 55 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65-10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 57½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 60 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 5 p.c.
Coach and Lag Screws, 70-10 p.c.
Skein Bolts, 70 p.c.
Square Head Blank Bolts, 57½ p.c.
Bolt Ends, 57½ p.c.
Plow Bolts, 55 and 5 p.c.
Elevator Bolts, 60 p.c.
Fancy Head Bolts, 50 p.c.
Shaft Bolts ($3 list), 50 p.c.
Step Bolts, large head ($3) list 50 p.c.
Whiffletree Bolts, 50 p.c.
Nuts, square, 4c off list.
Nuts, hexagon, 4½c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 80, 7½ p.c.
Tire bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base ... 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 55
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.

Creamery cans, 33 1-3%.

Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, 17½%.

Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 01

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. ..... 34 75 ....
Copper sheet, planished, 14x60 base. 41 25 31 50
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

	Assoc.	Ind.
Ordinary, 52 sheets..	3 25	3 15
All bright, 52 sheets.	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

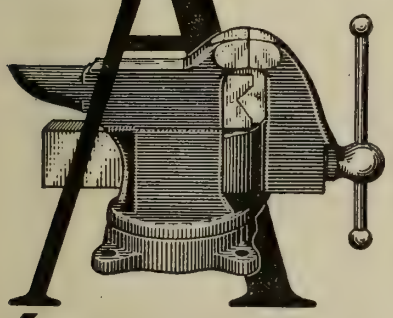
Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

AUTOVISE



No other vise so suitable for all kinds of Automobile Repair Work

THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

Send for catalogue of largest and most complete line of vises made.

VISES A Type and Size for Every Service

ROCK ISLAND MFG. CO.

Rock Island, Illinois

OVAL Apple Picking Baskets

Half bush. and ¾ bush.

Prompt Shipment.

Order Now.

Walter Woods & Co.

Hamilton Winnipeg

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, Net, doz....... 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle.... 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow 0 85
Pressed Steel 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 24
Drums 0 21½
Tank wagon 0 20½

Toronto.

Any quantity, in bbls...... 23½
Drums, 40-gal., per gal.... 21½
Tank wagon 20

GLUE

Dreadnought, 13½c lb.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over 0 06½
Masons, 5 lbs. and over... 0 06½
Napping, up to 2 lbs...... 0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz....... 0 82
Axe, No. 1 hickory, doz.... 2 04
Axe, 2nd growth, doz. 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.... $7 50
R. W. No. 117 P.D. Hanger full set 2 75
R. W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.

Zenith		9 00
Atlas, steel covered..	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

	Strap.	Tee.
Heavy.		
4 in., doz. prs.....	$1 14	$0 96
5 in., doz. prs.....	1 38	1 11
6 in., doz. prs.....	1 50	1 14
8 in., doz. prs.....	2 04	1 53
10 in., doz. prs.....	3 60	2 52
12 in., doz. prs.....	4 51	4 14
14 in., doz. prs.....	5 10	4 54
Light.		
3 in., doz. prs.....	0 30	0 30
4 in., doz. prs.....	0 36	0 53
5 in., doz. prs.....	0 42	0 39
6 in., doz. prs.....	0 51	0 45
8 in., doz. prs.....	0 75	0 54
10 in., doz. prs.....	0 75	0 54
10 in., doz. prs.....	1 05	0 72
12 in., doz. prs.....	1 80	1 35
14 in., doz. prs.....	....	1 65

Heavy tee and strap discount, 40%.

Light tee and strap discount, 67½%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs.. 5 25
Over 20 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.00; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft..... 0 11
Corrugated, ¾ in., ft..... 0 14½
Less 5% for full reels 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 20	2 40
Refined iron, per 100 lbs.	2 45	2 95
Horseshoe iron, per 100 lbs.	2 45	2 85
Norway iron	4 75	4 50
Mild steel	2 45	2 50
Sleigh shoe steel ...	2 45	2 60
Domestic	2 30	2 50
Reeled machinery steel	2 90	3 50
Tire steel	2 55	2 75
Toe calk steel	3 05	3 25
Mining cast steel, per lb.	0 07¾	0 09
High speed steel, per lb.	1 50	1 50
Cammell Laird, lb.	....	0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 09½
Silver tool steel, lb.	0 13½	0 15
Band steel	....	2 45
Spring steel	....	2 90

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05
Montreal, 40%; Toronto, 35%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25
72x30, 26 gauge, case lots. 10 75
Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain.. 5 00
Sad irons, common, plated. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy .... 28c ft.
Hercules .... 23c ft.
Decorator .... 18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each........$2 00
B.T. Standard .... 16c ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 55c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension).

20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz. 2 00

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Prism globes 1 20
Cold blast, short ruby..... 2 00
Cold blast, common ruby.. 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD

	Montreal	Toronto
Bar, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft..	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

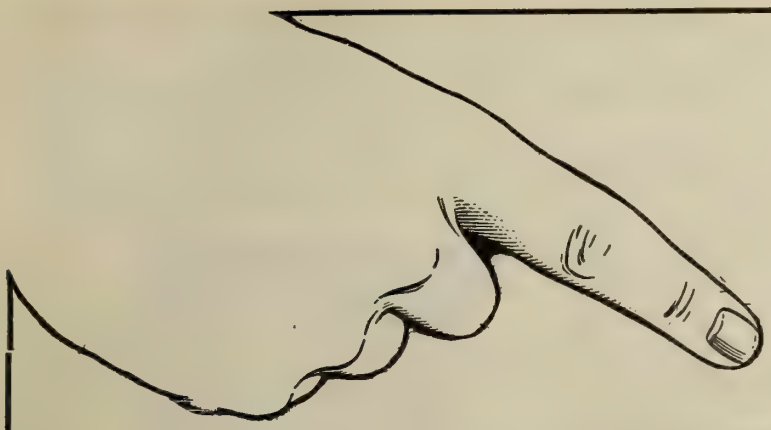
List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A ... 9 00
New Century, style B ... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50



THE TRADE-MARK
WHICH GUARANTEES SATISFACTION

MARTIN-SENOUR
PAINTS AND VARNISHES

(MADE IN CANADA—SOLD ON MERIT)

Martin-Senour Paints and Varnishes are the easiest and most profitable to sell because they are well known for their unsurpassed quality, **because** our message of quality in Martin-Senour Products reaches and is read by nearly every possible user in Canada, through the mediums of largely circulated daily and weekly press, magazines, farm and religious journals, etc.—**because** our sales help and co-operation consists of most effective features of interior and exterior displays, mailing campaigns, follow-up systems, and direct help of salesmen.

Many of our Dealer Agents consider the exclusive agency for Martin-Senour products one of the bulwarks of their business.

It will pay you to get full particulars re our exclusive agency proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails. Toronto, $2.55 base; Montreal, $2.60 base; London, $2.55 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size Length	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 25
No. 6, 2⅛	3 00
No. 7, 2 5-16	2 85
No. 8, 2½	2 75
No. 9, 2 11-16	2 65
No. 10, 2⅞	2 55
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American).....	10 00
New hemp (English)......	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 13	0 13½
Royalite	0 13	0 14
Palacine	0 15½	0 16½
Castor Oil, per lb..	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 3¾c lb.
Tea lead, chest, 4½c lb.
Lead, (heavy) pipe, etc., 4½c.
Brass, heavy, 10½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 14½c lb.
Old cast iron, $8 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $3 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12c lb.
Compos. turnings, No. 1, 9½c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll ...	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in. ...	$ 2 28	$ 3 69
½ in.	2 80	4 46
¾ in.	3 22	5 46
1 in.	4 76	8 08
1¼ in.	6 44	10 95
1½ in.	7 70	13 06
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 34
3½ in.	25 76	43 70
4 in.	30 52	51 78

Lapweld

2 in.	$ 11 84	$ 19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in.x25 lbs. per ft	85 00	138 75
8 in.x28 lbs. per ft.	97 92	159 84
9 in.	117 30	194 48
10 in.x32 lbs. per ft.	108 80	177 60
10 in.x40 lbs. per ft.	140 08	228 66

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths...	4 00
3 inch, in 10-ft. lengths...	4 85
4 inch, in 10-ft. lengths...	6 40
5 inch, in 10-ft. lengths...	8 75
6 inch, in 10-ft. lengths...	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs. ..	2 55	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....		$2 40
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 15
3 ply R.R., complete in roll		1 35
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply...		1 40
Compo certainteed, 2 ply...		1 75
Compo certainteed, 3 ply...		2 10
Liquid roofing cement, per gal, in barrels		0 18
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance ...	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales.	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale ...	50 p.c.
Dominion Platform Scales.	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle	$ 3 50
L Handle	3 50

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal Assoc.	Ind	Toronto
10 gauge ...	3 00	2 75	2 60
12 gauge ...	3 00	2 80	2 65
14 gauge ...	2 85	2 60	2 65
16 gauge ...	2 85	2 55	2 45
18-20 gauge..	2 85	2 60	2 60
22-24 gauge..	2 85	2 70	2 65
26 gauge ...	2 95	2 75	2 70
28 gauge ...	3 00	2 80	2 85

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	5 35	5 15	5 35
22-24	5 45	5 30	5 45
26	5 70	5 45	5 70
28	5 95	5 75	5 95

"Premier" galvanized sheets — 10¾ oz., $5.50; U.S. No. 28, $5.25; U.S. No. 26, $5.00; 22 and 24-gauge, $4.70; 18 and 20-gauge, $4.40; 16-gauge, $4.20; 14-gauge, $4.00.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 80
16 gauge	4 55	4 00
18-20 gauge	4 75	4 20
22-24 gauge	4 85	4 30
26 gauge	4 95	4 50
28 gauge	5 45	4 80
10¾ ozs.	5 65	5 00

Add 25c for less than case lots.

Large and Profitable Sales in Sight for Every Dealer Who Pushes

CP SANITONE

It is the ideal finish for inside walls and ceilings. Beautiful in appearance — washable — sanitary — durable, it is replacing wall paper and water paints everywhere, in homes, churches, schools, and all kinds of public buildings. Our representative has the most profitable proposition on the market. Ask him.

THE CANADA PAINT CO.

LIMITED

PAINTS-VARNISHES-STAINS
ENAMELS-COLORS

TRADE CP MARK

MONTREAL-TORONTO-WINNIPEG
CALGARY-HALIFAX

RAMSAY'S

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 33 cents.

SOLDER, WIPING

Acme	0 20
Commercial	0 21
Easy	0 20½
Star Extra	0 23
Strictly standard wiping.	0 23½

SPELTER

See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	3 85	3 85
Fence staples, galv., 25-lb. boxes	4 10	4 10
Fence staples, bright, in kegs	3 00	3 00
Fence staples, bright, in 25-lb. boxes	3 25	3 10
Poultry netting staples, 10-lb. boxes	5 65	
Poultry netting staples, 25-lb. boxes	5 10	
Poultry netting staples, 100-lb. boxes	4 85	
Solid, 3 to 30 lbs., per cwt.	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each	4 25
Ontario, 4-passenger, each	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 55
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000	$5 00
Painted wall ties, per 1,000	5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands. 40, 12½ p.c.

Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 23½
3-ply	0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.

Canada, Diamond, Premier, 50 and 7½ p.c.

Pearl, Imperial and Colonial steel, 60 and 7½ p.c.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 40 p.c. off.

Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Galvanized coal hods, 20%.

Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.

10-qt. flaring sap buckets, 33 1-3 p.c.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 20 p.c.

Coal hods, 33 1-3 p.c.

WARE, STAMPED

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per cwt.	1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	22 75
Garden, steel wheel, doz.	36 00
Light garden, per doz.	27 00
Heavy garden, L-side	33 00
Heavy farm, solid side	36 00

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE Copper wire, 40 p.c.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $3.90; No. 10, $3.95; No. 11, $4.05; No. 12 and 13, $4.15; No. 13½, $4.25; No. 14, $4.40; No. 15, $4.65; in lengths 6 feet to 11 eet, discounts 10 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.80; No. 4, $2.85; No. 15, $2.95.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.60 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 45	3 47½
No. 9, coil spring..	3 45	3 25
No. 9, plain galv...	3 15	3 20
No. 12, plain galv.	3 30	3 35
No. 13, plain galv..	3 45	3 45
O. & A., No. 10...	2 91	2 91
O. & A., No. 11...	2 97	2 97
O. & A., No. 12...	3 05	3 05

F.o.b. London; Base, $2.95; No. No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt.
No. 12	$ 3 20
No. 13	3 30
No. 13½	3 35
No. 14	3 45
No. 15	3 65

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 20½	0 19
Part cask	0 21	0 20

That SAW is a good seller

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

"I can sift ashes now."

Canada Dustless Ash Sifter

makes ash sifting thorough, easy and clean

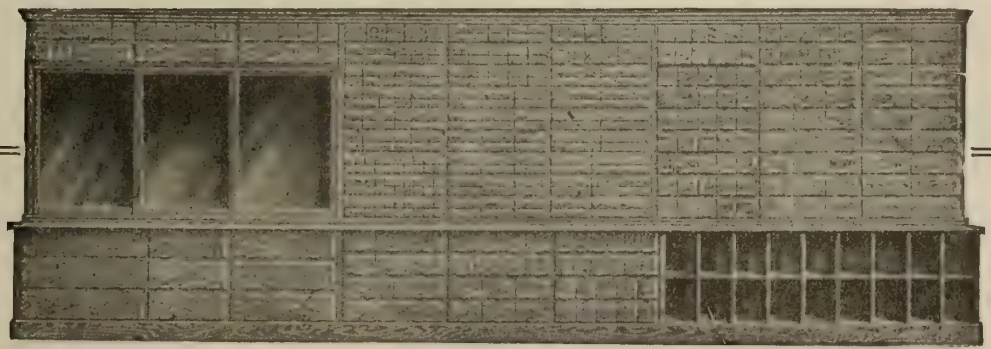
Permits no waste, cuts coal bills in two, and lasts a lifetime. A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Sell one to a home and you'll soon sell to the next door neighbor, as users invariably recommend them.

Sold by leading hardware dealers.

Write for particulars.

J. SAMUELS, 275 Queen St. W., Toronto, Ontario



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs .. 0 11
Chrome green, pure 0 17
Italian red, 100 lb. kegs.. 0 04
Brunswick green, 100 lb. k. 0 06
Indian red, 100 lb. kegs .. 0 10
Indian red, No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 03
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs 0 02¼
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 16
Chrome yellow, pure 0 25
Golden ochre, pure 0 16
French spruce ochre, pure 0 14
Chrome green, pure 0 13
French permanent green, pure 0 17
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10
O.P.W. Sunshine White... 3 80
Jas-Per-Lac floor enamel. 2 00
Jas-Per-Lac art enamel.. 2 85
Mooramel 4 00

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE Per lb.

French medal 0 15
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	...
86 to 90	...
91 to 95	...
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 60
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope, up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 40½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated. 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5%.

James Genuine, $11.75 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$ 9 45	$ 9 60
C.P. Co. Decorators Pure	9 45	9 60
Crown and Anchor.	9 65	9 80
Elephant Genuine..	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	8 85
Painters' Perfect ..	8 70	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior.	8 95	9 10
Tiger Pure	9 45	9 60

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt....	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs .. 9 60
300 lb. pkgs., per 100 lbs... 9 25
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

Per gallon (in quarts)

Brandram-Henderson's "English" $2 20
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 20
Canada Brand, pure 2 00
Canada Brand, floor 1 90
Canada Brand, flat wall ... 2 00
Elephant 1 85
Fresco Tone 2 05
Jamieson's Crown and Anchor 1 90
Jamieson's Island City 1 95
Martin Senour 100% Pure... 2 20
Moore House Colors 1 85
Ramsay's Pure 2 00
Ramsay's Thistle 1 60
Stephens' House Paint (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 00
Senour's Porch Paint 2 20
Sherwin-Williams 2 20

PARIS, PLASTER.

Per bbl. 2 15

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums.	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls....	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 25c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Taxite. 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 60
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
"Dreadnought" paint and varnish remover 2 75
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jasperite floor finish 2 25
Jasperite exterior finishing. 2 00
Jasperite pale hard oil 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Mar-Not 2 70
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00

WATER PAINTS.

Opalite, 300 lb. bbls....... 0 07
Opalite, 100 lb. kegs....... 0 07¼
1 gal. package, per pkg..... 0 45
½ gal. package, per pkg.. 0 25
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 14

WASTE, WHITE WIPING.

XXX Extra 0 11½
X Grand 0 11
XLCR 0 10¼
X Empire 0 09½
X Press 0 08¾

WASTE, COLORED WIPING.

Fancy 0 08½
Lion 0 07¾
Standard 0 07
Popular 0 06¼
Keen 0 05½

WASTE, WOOL PACKING.

Arrow 0 17
Axle 0 12
Anvil 0 09
Anchor 0 07

WIPERS, WASHED COTTON.

Select White 0 08½
Mixed Colored 0 06¼
Dark Colored 0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 38
Berry Bros. 0 37
Anchor 0 33

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls..... 1 25

Per 100 lbs.

Your Profits Depend on Yourself!

There's money in taking orders for us. You don't have to handle the goods, simply take the orders, we will ship direct. Tell your local elevator man, blacksmith, machinist and contractor that you want to place his next order for standard or miscellaneous steel or iron, machinery, or repairs, etc., we will quote a price that will get you the order, besides allowing you a liberal profit.

You Get the Order—We Will Do the Rest

Our big shops, expert engineers, and machinists are ready to fill your orders correctly and with promptness. If you require any mechanical information, or help in any way to secure business, we will be glad to hear from you.

IF YOU ARE NOT RECEIVING OUR MONTHLY STOCK LIST REGULARLY LET US KNOW

Manitoba Bridge & Iron Works, Limited

WINNIPEG

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05: ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c: 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05: cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.	
10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70 ;No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.05 at Fort William: $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.: full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.15; 10, $3.21; 11, $3.17; 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

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WINNIPEG and CALGARY

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Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.
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Stevens-Hepner Co., Port Elgin.
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Boeckh Bros. Co., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

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Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Miller, Morse Hdw. Co., Winnipeg.
Peck, Stow, & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Bird & Son, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

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Pedlar People, Ltd., Oshawa.

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G. F. Stephens & Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

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Canada Steel Goods Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

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Peck, Stow & Wilcox Co., Southington, Conn.
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Thos. Davidson Mfg. Co., Montreal.
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C. T. Wright Co., Hamilton, Ont.
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Walter Dean, Toronto.

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Metallic Roofing Co., Toronto and Winnipeg.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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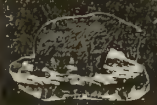

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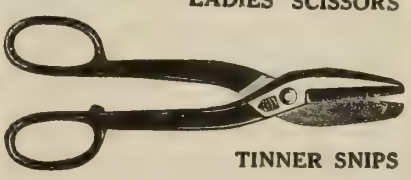

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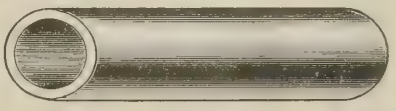

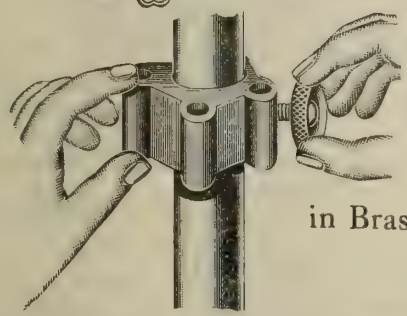

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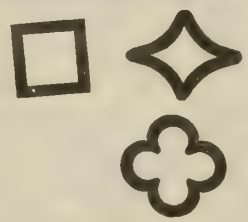

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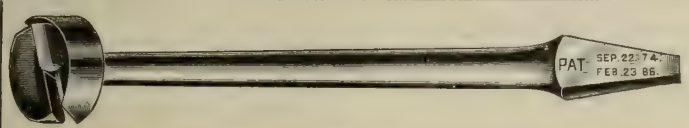

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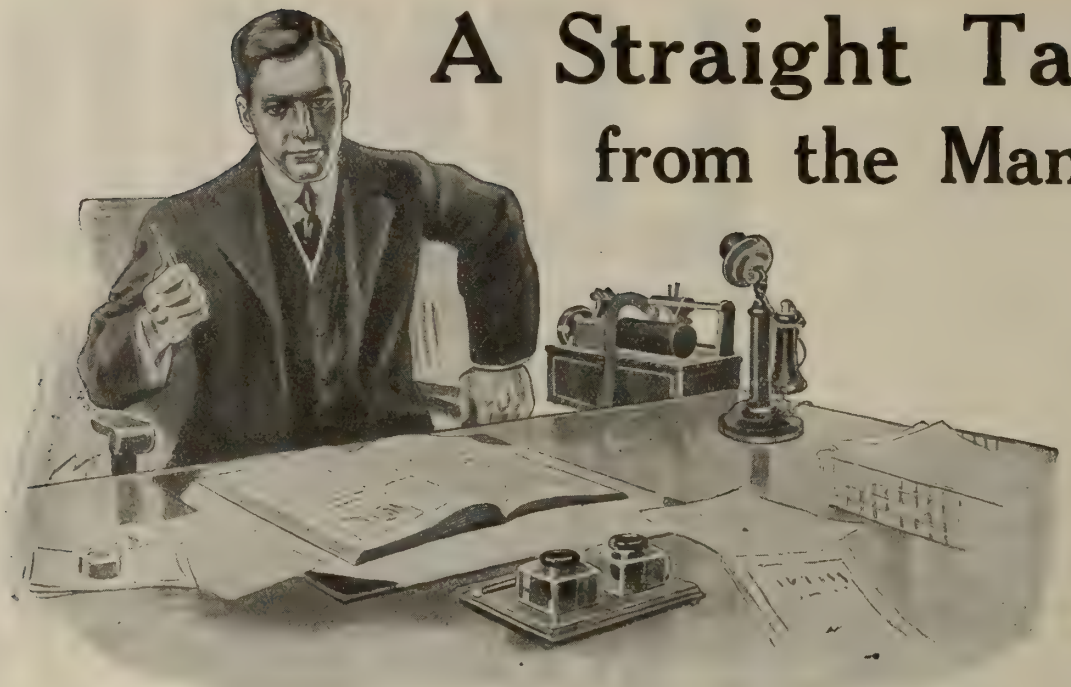

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

Storage Tanks, Wood, Steel.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Toronto.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Tanks, Steel, Wood.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tapes, Measuring.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington and Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Tungsten Lamps.
Canadian Sunbeam Lamp Co., Ltd., Toronto.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes; See Paints.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.

Vises.
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.

Vises, Oval Slide.
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

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Adamson Mfg. Co., Hamilton.

Wall Board.
Bird & Son, Hamilton, Ont.

Wall Plaster.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Washing Machines, Electric and Power.
Easy Washer Co., Toronto.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Easy Washer Co., Toronto.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

Whisks
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd. Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Rope.
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Boeckh Bros. Co., Toronto.
Walter Woods & Co., Hamilton.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

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Peck, Stow & Wilcox Co., Southington & Cleveland.
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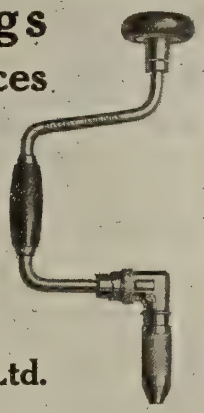
Wringers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Russell Jennings
Auger Bits and Braces



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W.B. BATE & COMPANY
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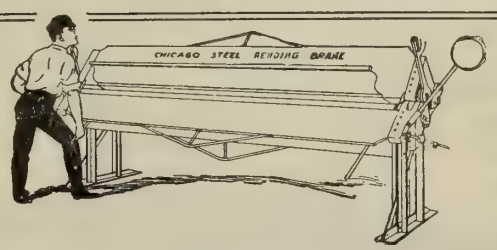

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SHEFFIELD, ENG. LIMITED

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CUTLERY

REGISTERED TRADE MARK
GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

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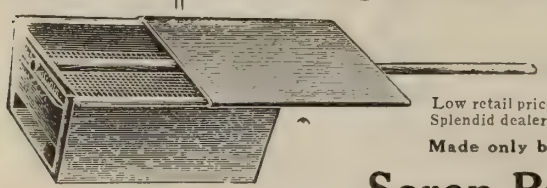
The "Daisy" Makes Quick Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.



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261 Macdonell Ave., Toronto

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TURPENTINE

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CULTIVATOR-HOES AND WEEDERS

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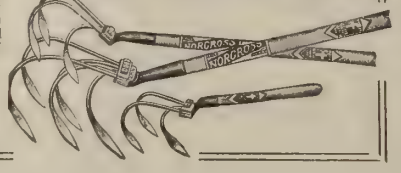

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Sole Mfrs.

BUSHNELL, ILL., U.S.A.

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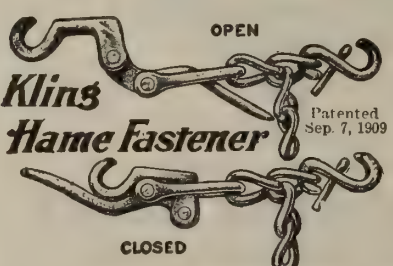

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Weak ankles keep many a person from enjoying the splendid winter pastime of skating.

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The sale of the "Perfection" will lead to many others and you'll realize a material increase in your skate sales as a result, because people who heretofore couldn't skate on account of their weak ankles can get in on this splendid winter sport by wearing this ankle support —the more that skate the more is the demand for skates.

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Owen Sound Ontario

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are fruit of satisfaction

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They make fast friends wherever used, as they "stand up" in an extraordinary way. You cannot praise them too highly, for they never fail to give distinctive satisfaction.

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Your Jobber will supply you quickly.

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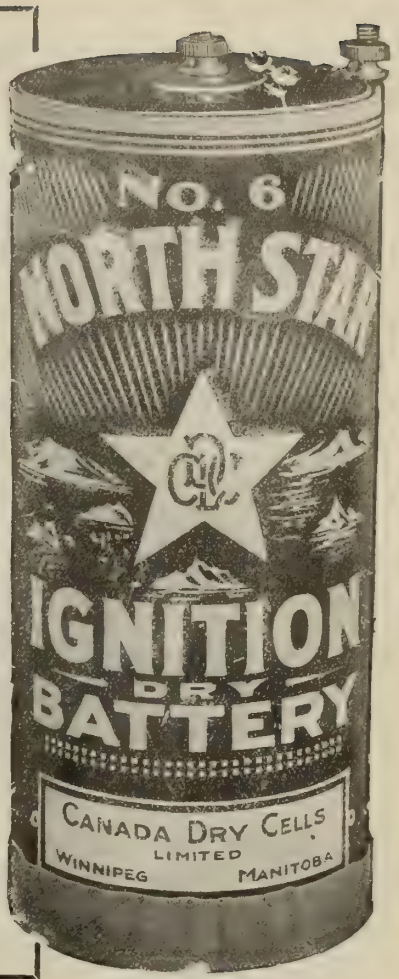

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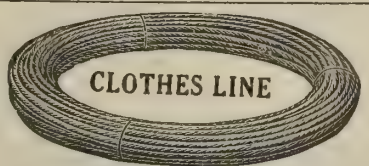

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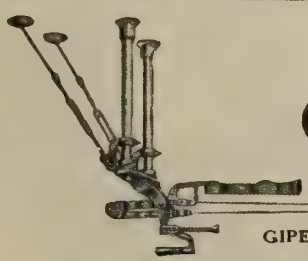
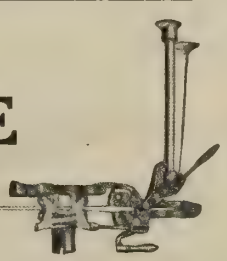


YOUR GUARANTEE



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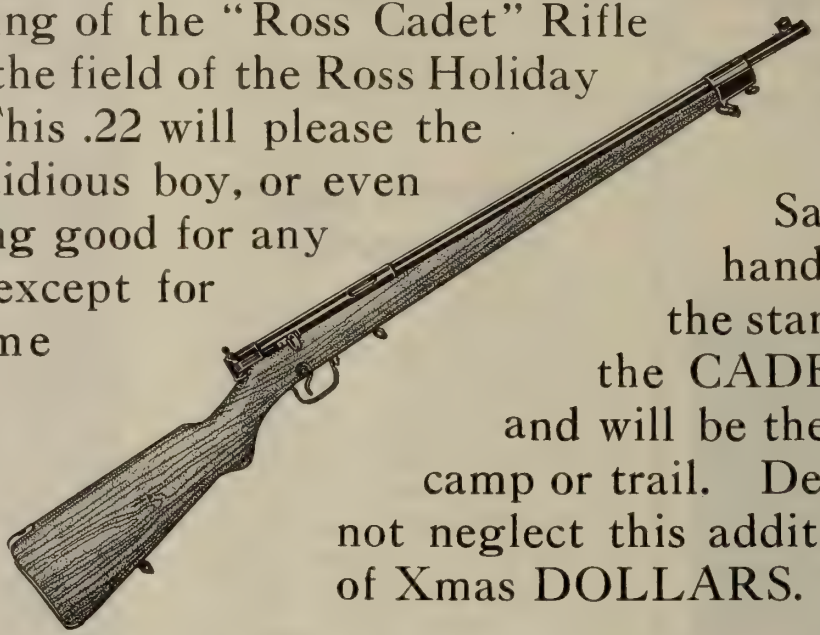

Safe, accurate, handsome, it is the standard arm of the CADET CORPS and will be the favorite for camp or trail. Dealers should not neglect this additional chance of Xmas DOLLARS.

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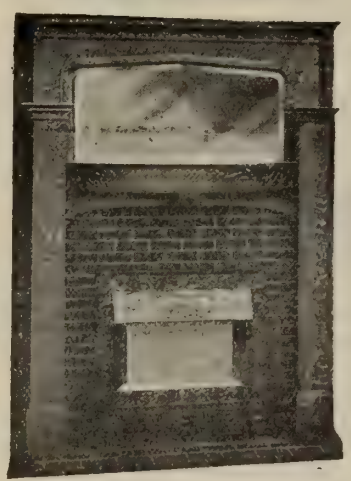

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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices. Our representative will gladly call.

Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

This is the Babbitt
that you'll find most profitable.

Hoyt Frost King is a babbitt metal with 40 years' experience in metal mixing and a thorough knowledge of modern requirements built right into it.

Its service means cool, non-friction and lasting bearings and re-orders producing satisfaction.

CANADA

Used and endorsed by long experienced babbitt users.

ANNUAL SALES OVER $5,000,000.

Order from your jobber.

Hoyt Metal Company, Toronto, Ontario

FACTORY AND OFFICE:—Eastern Avenue and Lewis Street

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

"Multiped"
The Garden Hose That Doesn't Kink

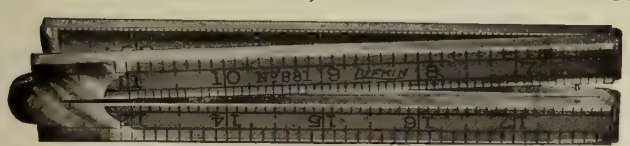
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

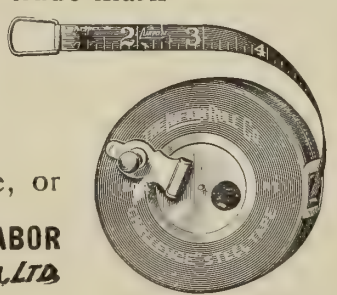
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

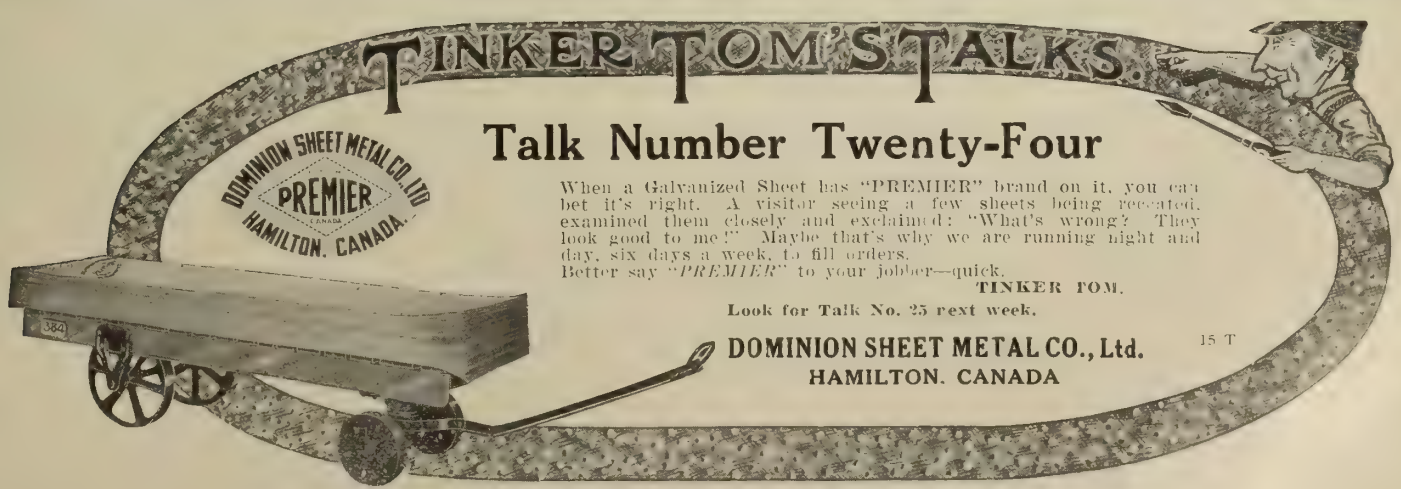
MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS.



Talk Number Twenty-Four

When a Galvanized Sheet has "PREMIER" brand on it, you can bet it's right. A visitor seeing a few sheets being recoated, examined them closely and exclaimed: "What's wrong? They look good to me!" Maybe that's why we are running night and day, six days a week, to fill orders.

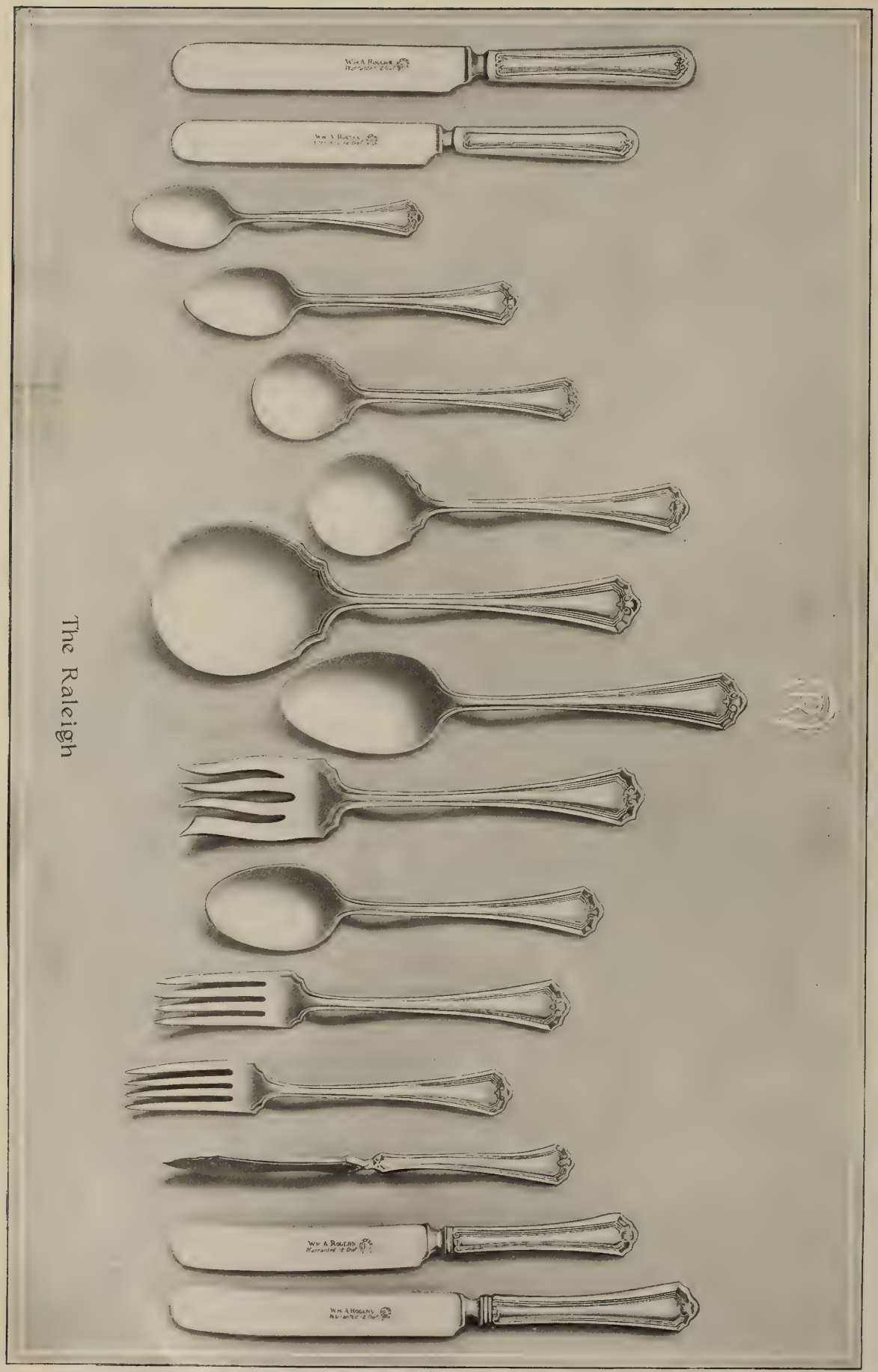
Better say "*PREMIER*" to your jobber—quick.

TINKER TOM.

Look for Talk No. 25 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

15 T



The Raleigh

In buying Flatware look for the "R" in the Horse Shoe. If your Knives, Forks and Spoons bear this mark you may rely on them as it represents Sectional Plated goods of guaranteed quality on 21% Nickel Silverbase metal.

CANADIAN WM. A. ROGERS LIMITED
TORONTO WINNIPEG

HARDWARE AND METAL

Vol. XXVII No. 47 PUBLISHED EVERY SATURDAY SINCE 1888 THE MACLEAN PUBLISHING COMPANY, LIMITED November 20 1915

PUBLICATION OFFICE: TORONTO, CANADA

The Ross Rifle

.280 Calibre
High Velocity

The result of the hunt depends largely on the accuracy of the gun.

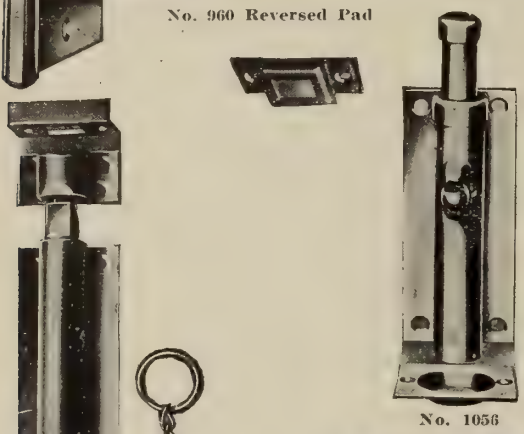
Ross Rifles sell easily to big game hunters because of their repeated wins at international and other matches and their power to anchor the largest game.

THEY MEAN GOOD, IMMEDIATE PROFIT and SURE SATISFACTION.

Ross Rifle Company
QUEBEC

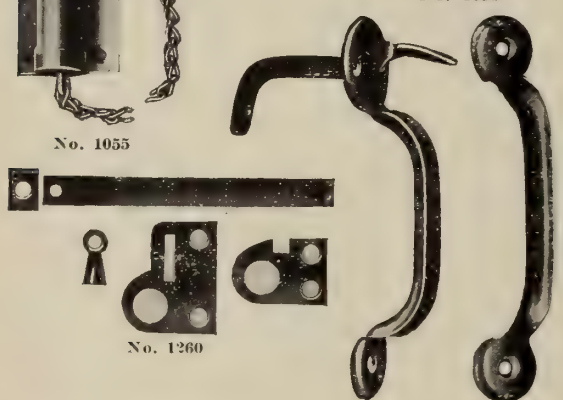
Equip Those New Garages in Your Town— With Stanley's No. 1776-J1 Set

No. 960 Reversed Pad



No. 1056

No. 1055



No. 1260

No. 1257

Complete Hardware "Trim" for Garage with Double Doors

Packed in the Strong Stanley Telescope Box

Set includes the following:

3 pairs No. 960-J1 10-inch Extra Heavy Tee Hinges, with Reversed Pads.

1 No. 1055-J1 6-inch Wrought Steel Chain Bolt.

1 No. 1056-J1 6-inch Wrought Steel Foot Bolt.

1 No. 1260-J1 No. 4 Thumb Latch, with Padlock Eyes.

1 No. 1257-J1 No. 4 Handle.

All the above in Dead Black Japanned Finish.

No. 1776-J1 Garage door set, supplies the demand for a quality set at moderate cost. The extra heavy 10-inch hinges have reversed pads to permit application to jamb of door.

A neat, handy package for your shelves. Saves time and labor.

Size of Box: 12¾ x 7¼ x 2⅞ inches. Gross weight, 20 pounds.

Each item is wrapped separately and screws of proper size and finish are included.

Send your order to your jobber *now,* and ask us for Circular "R," with complete description to enclose with your letters and invoices.

Stanley Products have received Highest Award—Medal of Honor—at the Panama-Pacific Exposition. Our first Medal of Honor was received in 1855.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.
NEW YORK CHICAGO

HINGE HEADQUARTERS

Canadian Representative:
A. MacFarlane & Co., Coristine Bldg. MONTREAL

"P.&W. Co."

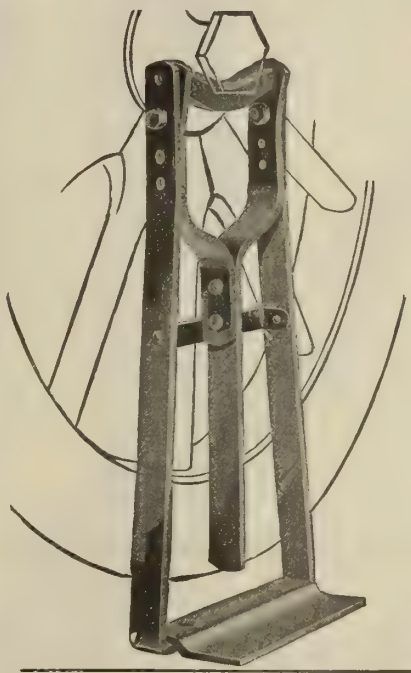
SMALL TOOLS

PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada
MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

TIME TO GET BUSY



on "R-W" 501
STORAGE
JACK and
TIRE SAVER

Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel — cannot crack. Car is lifted or lowered in twenty seconds.

Leather-lined yoke.

THOUSANDS IN USE GIVING PERFECT SERVICE

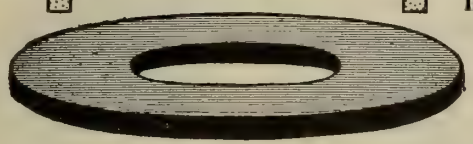
Retails in Ontario at $4.00 per set of four. Sell easy—good profit.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

Wrought and Steel Plate
WASHERS
OF ALL
DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

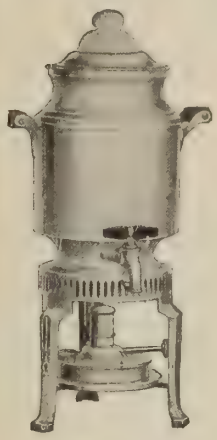
"COMFY"
Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor
Blanket Co., Limited
TORONTO, CANADA



UNIVERSAL
Coffee Urns

UNIVERSAL
Vacuum Bottles

UNIVERSAL
Vacuum Water Carafes

UNIVERSAL
Electric Tea Ball
Samovars

UNIVERSAL
Electric Coffee Percolators

The Goods You'll Need For Christmas Trade

This year your customers will look for Christmas Gifts which are not only attractive in looks but are thoroughly practical in use. For this reason you will have a greater demand than ever before for

UNIVERSAL Home Needs

An early display of these goods will mean increased holiday business for you. We're equipped to give you service in the way of prompt deliveries.

Write for Prices, Discounts and List of Advertising Helps.

UNIVERSAL UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.
Canadian Representatives:
A. MACFARLANE & COMPANY MONTREAL

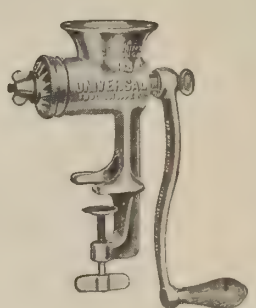
UNIVERSAL
Coffee Percolators

UNIVERSAL
Chafing Dishes

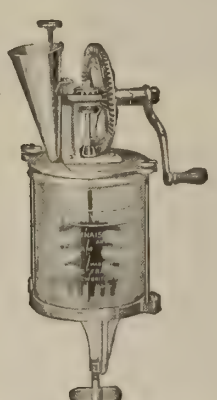
UNIVERSAL
Electric Toasters

UNIVERSAL
Electric Sad Irons

UNIVERSAL
Bread Makers



UNIVERSAL
Food Choppers



UNIVERSAL
Mayonnaise Mixer

UNIVERSAL
Four-Heat Electric Grill

THE NAME DISSTON

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation lets a trade-winning, money-making opportunity slip by.

WE ARE
Headquarters
for
Disston Goods
WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business.

Lewis Bros., Limited, Montreal

PRIEST'S HORSE and TOILET CLIPPERS

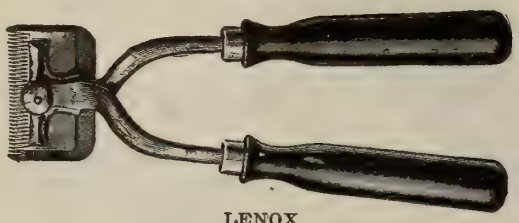
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.

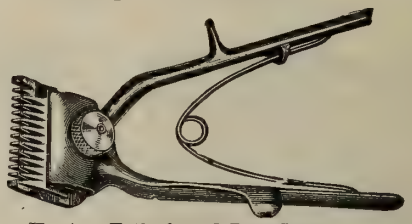
BALL BEARING
Retailing at about $2.50.

NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

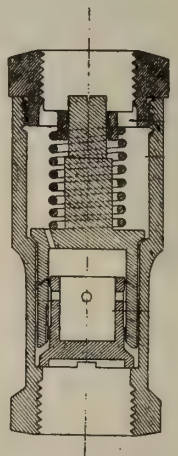
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

ROAST PANS

In the last few weeks we have helped hundreds of hardware men to sell more Roast Pans and at higher prices. We can help you.

Write for special proposition in this line.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Here's a Suggestion—
MacLean's

As a Christmas gift to your friends, will be like a new gift every month of the year. Besides it will save you time, worry and expense.

What You Do

Send us a list of those to whom you have decided to send MacLean's, with their addresses, remitting for each at the regular subscription rate of $2.00 per year. Write names and addresses clearly.

What We Will Do

We will mail a beautiful Christmas card to each of the friends you have selected, notifying them of the fact that MacLean's is to be their Christmas gift from you. This card, which will be printed in colors, will reach them on or before Christmas Day. The current number of MacLean's will follow.

The above card, printed in three colors, will reach the recipient on Christmas Day.

Enclosed please find the sum of $....., for which send MacLean's for one year to

.....

.....

.....

.....

.....

(Sender's name and address)

MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

You Keep Your Store Open

just so long as you get a quick turnover on goods with a fair margin of profit.

Nowhere else can you find a line of files that gives you such a quick turnover as the five following brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

With an output representing 90% of Canada's file requirements, they may justly be termed Canada's national files.

With a continuous, never-let-up campaign educating your customers on the economy of throwing away half-used files, the demand for the "famous five" is rapidly increasing.

It only remains for you to impress upon your customers that when a file is half worn, its efficiency point has been passed. They are wasting time and losing money by its continued use.

You'll sell two files where you now sell only one. Good business for you.

Nicholson File Company
Port Hope, Ontario
(JOBBERS EVERYWHERE)

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

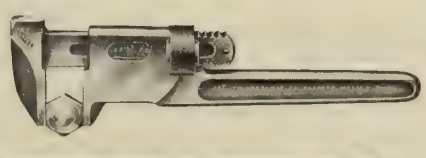
Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded



Send for Catalog No. 150

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

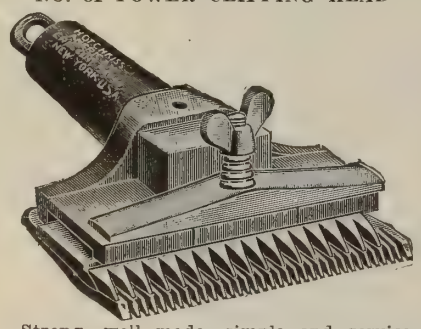
HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

Great Reduction in Prices on HOTCHKISS AMERICAN CLIPPERS

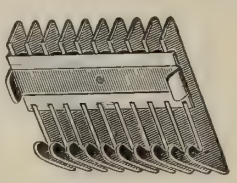
AMERICAN MANUFACTURE. A complete and popular line of Horse, Barbers' and Fetlock Patterns

NO. 81 POWER CLIPPING HEAD



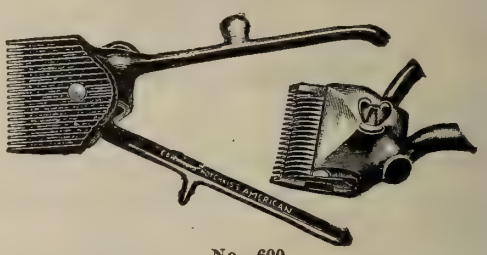
Strong, well made, simple and serviceable. Guaranteed to give very best results. Supplied to fit any power machine.

ADJUSTABLE COMBS
Nickel Plated



Hotchkiss Patent Adjustable Combs. Either ¼ in. cut No. 2 or 5-16 in. cut No. 3.

BARBERS' HAIR CLIPPERS

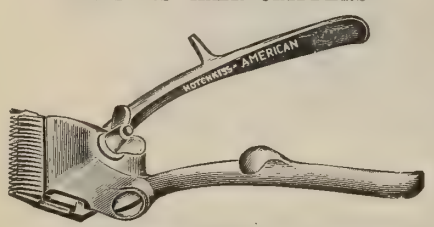


No. 600

Made in No. 00, No. 0 and No. 1 cuts. Made from the very best material throughout. Splendidly proportioned, elegantly finished and nickel plated.

A high-grade article for the very best trade.

BARBERS' HAIR CLIPPERS



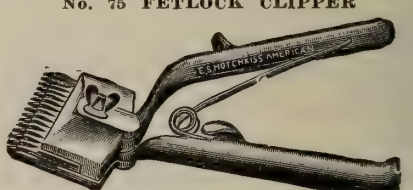
No. 755

Has corrugated bottom plate; is elegantly finished. Nickel plated and finely proportioned. It is a beauty; the best that can be produced and should be in every stock. Made in No. 1 and No. 0 cuts.

NO. 40 BALL-BEARING HORSE CLIPPER

Finely polished and plated. Nickel ferrules, oval handles with imitation black rubber finish, and is recommended as the most satisfactory Ball-Bearing Horse Clipper ever offered, with 2-inch bottom plate.

No. 75 FETLOCK CLIPPER



This is a very strong, substantial and satisfactory article. Nickel plated. A great seller and should be in every stock.

We manufacture most up-to-date and complete line of Clippers made in America. About thirty numbers from the cheapest to the finest quality. Send for our price list and prices.

CRESCENT MANUFACTURING COMPANY, Reade Street, NEW YORK, U.S.A.

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Steam and Gas Pipe

PIPE

Fencing Pipe
Railing Pipe
Conduit and Signal

BLACK and GALVANIZED STANDARD and EXTRA HEAVY

WIRE

Bright, Oiled and Annealed, Spring, Rivet Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.

Wire Nails
Fence Staples
Poultry Netting Staples
Corrugated Fasteners
Fencing and Gates
Wire Goods
Lead Pipe

Tacks
Wood Screws
Machine Screws
Bolts and Nuts
Rivets and Burrs
Steel Bars
Putty

HAMILTON
TORONTO
VICTORIA
VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

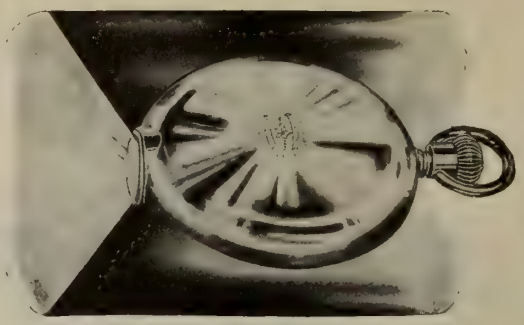
THE NEWEST THING IN

FLASHLIGHTS

A FINE ITEM FOR A CHRISTMAS GIFT

Your Watch on One End of Your Chain
Your WATCHLITE on the Other End

When used with our **Mars-Bright** Battery No. 62-17, it will give a light that is really durable. This is not merely a novelty, but a useful, serviceable Flashlight.



Bright Star Battery Co.

Factory and Main Office: NEW YORK - Branches: Chicago, Montreal

WATCHLITE

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

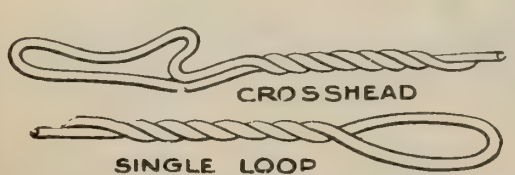
THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

Baling Wire and Bale Ties

Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B. C.

"Metallic" Building Materials

The coming of bad weather will bring you some

rush jobs of roofing and siding

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Pocket cutlery made in over four thousand distinctive new and up-to-date patterns.

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COMPLETE LINE OF I·XL CUTLERY STOCKED BY ALL LEADING JOBBERS

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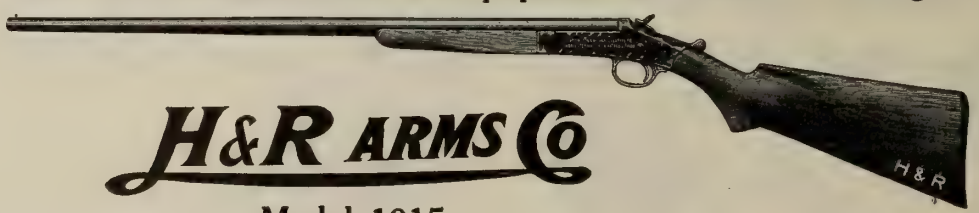
for the new .410 Shell and popular .44 Caliber Cartridge



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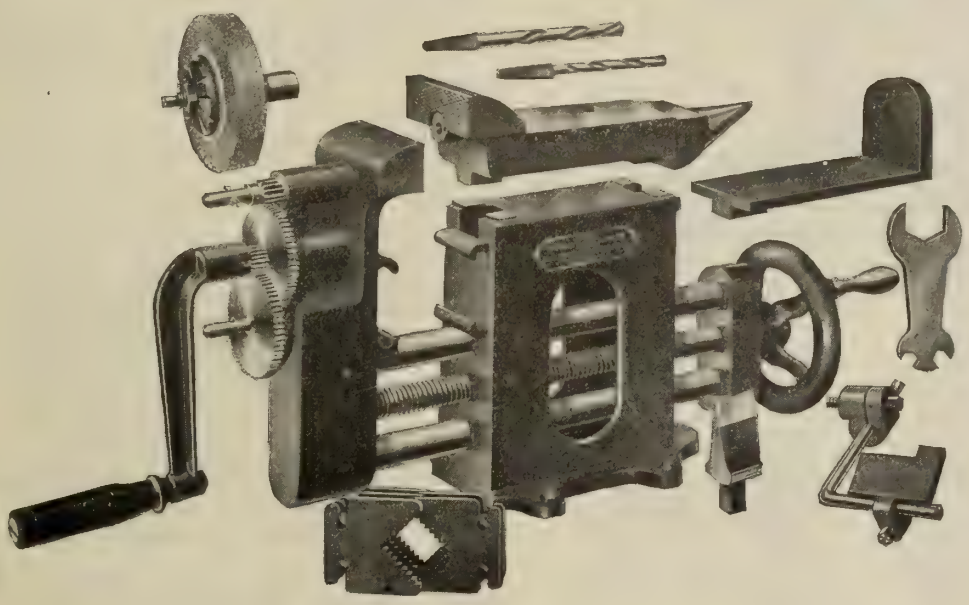

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A steel pipe vise of marked superiority, takes pipe up to 1½ inches.
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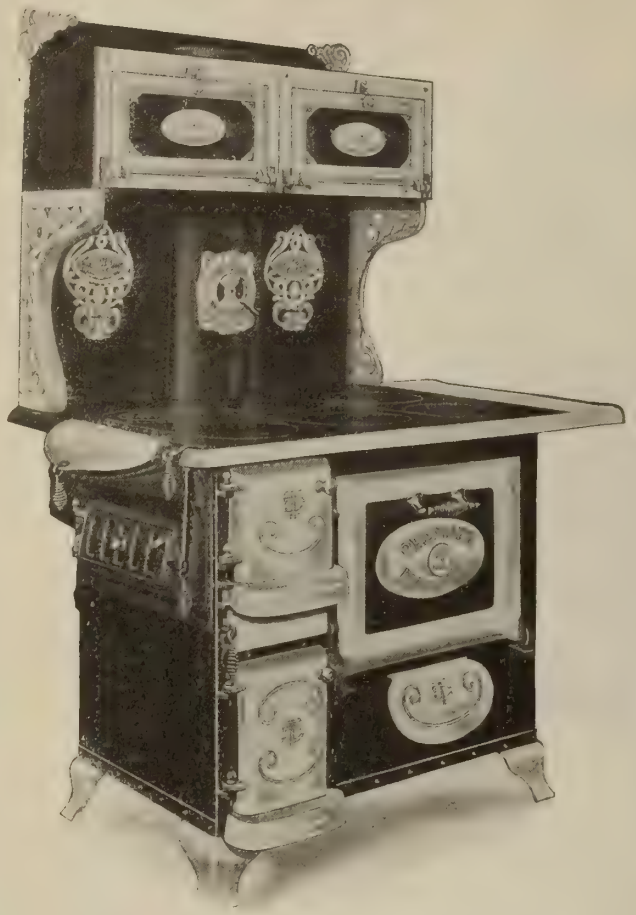

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Fitted with duplex grates, for coal or wood.

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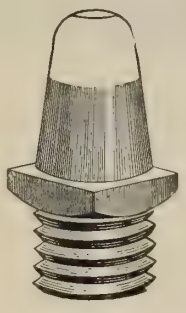

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U. S. Factory:
NEW BRUNSWICK,
N. J.

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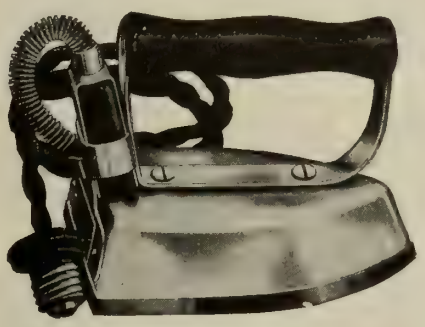

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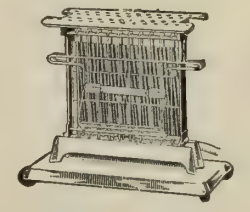

The Universal Electric Toaster makes the toast just right, not too brittle; beautiful in finish, an ornament to any table.

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Also improved and sold at a reasonable price.

GENUINE

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We ship while others are thinking about it.

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Still's Handles

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Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

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ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

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THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

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White Mop Wringer Co., Fultonville, N.Y.

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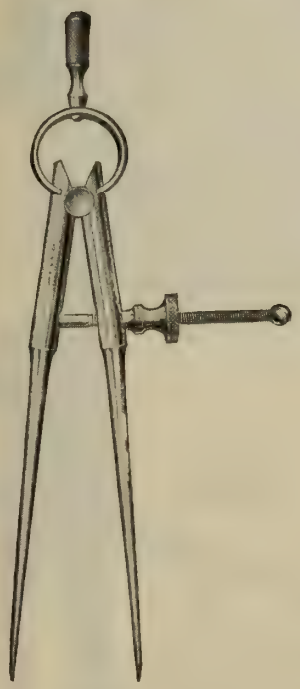

he goes to the leading dealer and buys tools that he knows to be standard in accuracy and quality.

Engineers, technical men, expert machinists take great pains in the selection of their instruments and tools.

The dealer who has Starrett tools establishes a high standing with buyers of this class.

Starrett Tools

among technical men are known to stand for accuracy, efficiency and fine workmanship.

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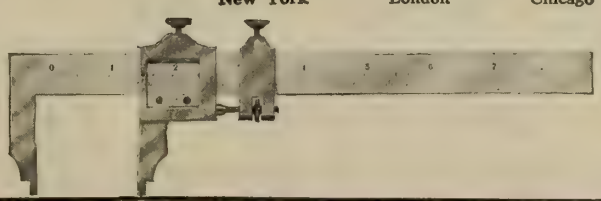

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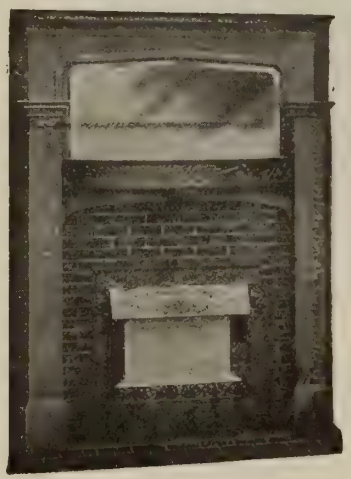

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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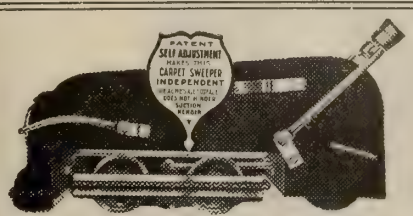
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



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Over all competitors at San Francisco 1915 Panama-Pacific Exposition

World's only vacuum sweeper combining two complete machines at the price of one

3 Models 3 Prices Rapid Sellers

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FROTHINGHAM & WORKMAN, Limited, MONTREAL

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At $5.00 Each

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K.K.K.
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A NECESSITY,
NOT A LUXURY

$30.00 a dozen
Sample $3.00 each

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28 "Service" Branches Throughout Canada.

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MONTREAL, P.Q.

TRUE EFFICIENCY

Permits no man to waste his time or energy.

INSTITUTIONS SUCH AS OURS ARE TIME-SAVERS AND ENERGY-SAVERS. WHEN YOU UTILIZE THEM, YOU PROMOTE YOUR OWN EFFICIENCY—YOU KNOW YOU ARE BUYING GOODS THAT REPRESENT THE RESULT OF MATURE EXPERIENCE AND PAINSTAKING CARE.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 20, 1915. No. 47

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Something New For Xmas Trade

The popularity and demand for O-Cedar Polish and O-Cedar Mops has meant big business for you. Your jobber now has ready for shipment, combination sets containing both the Polish Mop and the Dusting Mop, in both round and triangular sizes. This is proving a

Wonderful Seller

already and the Xmas trade should be immense. The **Round Can** contains a $1.00 Polish Mop and a $1.00 Dusting Mop, and the combination sells for $1.50.

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ORDER FROM YOUR JOBBER TO-DAY.

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The Substitutes for

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
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MONTREAL
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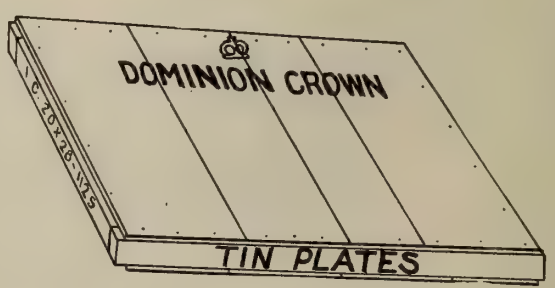


High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., LIMITED

MONTREAL

When writing advertisers please mention Hardware and Metal.

Hardware and Metal

Established 1888. TORONTO, NOVEMBER 20, 1915 Vol. 27. No 47

Cashing In on C.O.D's.

Third Article of Series on Retail Accounting System Tells How Western Canada Hardware Firm Handles Charge Accounts and Keeps a Strict Tab on all C.O.D.'s —Danger of Leaks Through Carelessness

IN many retail stores, especially in those where system is not closely adhered to, there is great danger of loss through the careless handling of C.O.D.'s. There are very few retail concerns, especially in the large towns and cities, who do not find it necessary to send out a great many orders C.O.D. Especially where a large telephone business is done, as in many city stores, it is absolutely necessary to have an up-to-date system for looking after this important phase of collecting.

This article, the third of a series on retailing accounting systems, tells how a Western Canada hardware firm handles all charge accounts, and in addition, keeps a close tab on all C.O.D.'s.

The details have been secured from J. L. S. Hutchinson, of the Saskatoon Hardware Co., Saskatoon, Sask., and explains the system used by the above firm.

The system was put into use about two years ago, and has proven very satisfactory.

The Forms Used

The accompanying illustration is a reproduction of a page from The Saskatoon Hardware Co.'s counter cheque book, and shows the top sheet, No. A-3750. This form is made up in quadruplicate. The top sheet is yellow in color, while the other three are green, yellow and white tissue.

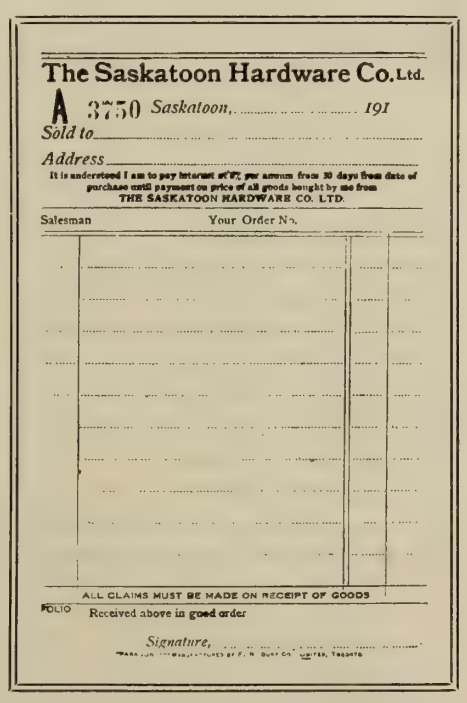
The top sheet or original charge is posted direct to the ledger, the copy is mailed to the customer once a week, except in the case of farmers or accounts that are only rendered monthly, and these are rendered at the end of the month.

The tissue paper form is used for deliveries around the city, and is left with the parties who receive the goods.

The green form is signed for at the time the goods are delivered, and is taken back to the store by the driver, as an evidence that the goods have been delivered in good order. Mr. Hutchinson states that this works out very satisfactorily and avoids disputes and misunderstandings.

Interest On Overdue Accounts

The reader will note that on the original slip (as shown in the accompanying reproduction) there appears the following: "It is understood I am to pay interest at 8 per cent. per annum from 30 days from date of purchase until payments on price of all goods bought by me from the Saskatoon Hardware Co., are paid." The slip, when signed by the person who purchases the goods over the counter, forms an agreement and cannot be disputed in the law courts. This goes a long way towards avoiding disputes over accounts and also has a tendency to create promptness in settling accounts at the end of thirty days.


The Saskatoon Hardware Co. Ltd.

A 3750 Saskatoon, ... 191

Sold to .....

Address .....

It is understood I am to pay interest at 8% per annum from 30 days from date of purchase until payment on price of all goods bought by me from THE SASKATOON HARDWARE CO. LTD.

Salesman Your Order No.

ALL CLAIMS MUST BE MADE ON RECEIPT OF GOODS

FOLIO Received above in good order

Signature, ...

A sheet from the counter check book of the Saskatoon Hardware Co. These sheets are in quadruplicate, consisting of two yellow, one green, and one white tissue paper sheet. The entries are written on the top sheet and carbon copies are made on the three additional sheets. Note provision made for signature of receiver of goods, order number, salesman's initials, and other features explained in the accompanying article.

Posted in Bulk

These invoices are posted in bulk in the sales ledger, giving the invoice number and amount. Referring to this phase of accounting, Mr. Hutchinson stated, "We do not post them in detail any longer as we find it is not necessary, and in this way we save considerable time and expense.

Each Transaction Registered

In order to keep a strictly accurate record of each transaction, a cash register called the "triple printer," is used. After an entry has been made in the counter check book, the two top slips are torn out and put through the cash register. This shows on the slips, and also on the cash register, whether the item is a cash item, C.O.D. item in or out, also gives the number of the clerk, the day, month and year, the consecutive number and the year, which is an absolute check on every transaction which goes through daily.

The slips are numbered consecutively, so that if a slip is destroyed or lost, the error can be detected.

A very complete record is kept of C. O.D.'s out and C.O.D.'s in, through the cash register so that it is almost impossible to make mistakes, or for any leaks to take place.

All C.O.D.'s that go out whether they be in the city or out of town are registered through the machine, although the amount is not included in the total of the machine; when the C.O.D.'s come in they are registered in, and the amount registered in adds in to the total, which keeps the cash straight. By this method, if an amount goes out C.O.D., it must be accounted for automatically.

Mr. Hutchinson believes that one of

(Continued on page 27.)

To Sell Fifty Cars in 1916

Hardware Merchant in a Small Town Contracts for Fifty Cars for 1916—Two Billion Dollars Spent on Autos in Six Years — Immensity of Field for Sale of Auto Accessories

FORTUNES have been made, giant mercantile institutions established, and small paying businesses developed into huge successes, by men whose foresight has enabled them to size up changing conditions in the business world and the future needs and demands of the public.

Two years ago a hardware merchant in an Ontario town, foresaw the possibilities for sales of automobiles to farmers in the community. The merchant felt sure that within the next few years sales of automobiles were going to be made to farmers, in large numbers. Farmers need cars, both for business and pleasure, just the same as city people, and the farmers have the cash to pay for cars.

Sold Twenty-Five Cars

Taking advantage of an opportunity, the merchant got busy, worked the town and surrounding district thoroughly, and during the season sold twenty-five cars. The same merchant expects to sell fifty cars in 1916.

This merchant made a very fair margin of profit on the cars he sold, but that was not all. He now has a steady demand for oils, greases, spark plugs, tires, dry batteries, wrenches, tools, cements, polish, wax, electric bulbs and other articles which need replacement from time to time.

Another hardware merchant who has built up an exceptionally successful hardware business during the past eight years, owes a great deal of his success to his ability to foresee the possibilities for sales of new lines which are constantly being placed on the market.

This merchant is located in a town of about five thousand population, surrounded by an excellent farming community.

His predecessor was a man who was very adverse to stocking any of the new fangled products which came on the market, and consequently stuck to the old-time staple lines, which although necessary in every hardware business, carry as a general rule, a very limited margin of profit. The result was that the business did not pay very well, and the older merchant was glad to sell out. The present proprietor, as previously stated, was able to foresee the needs of the public. He bought carefully, but wisely and he was soon selling electric irons, vacuum cleaners, floor wax, etc., to residents of the town. These lines had never been sold to any extent in the town before, due largely to the fact that the goods had not been carried in stock or shown to the public.

Saw an Opening

Towards the end of last year this merchant thought the opportune time had arrived for selling motor cars. He started early in 1915 to hunt up prospects and during the year has disposed of a good number of cars.

Prospects are so good for 1916, that the merchant has contracted for fifty cars, and expects to sell the bulk of the cars to farmers. Although this merchant expects, and rightly so, that he will make a good profit on the cars, he is also looking forward to the steady stream of repeat business which he will secure for the auto-accessory department of his hardware business.

SPECIAL PRIZE FOR WINDOW TRIMMERS

Next week's issue of Hardware and Metal will be the annual Christmas Goods Number, and will contain the advertisements of a large number of manufacturers who make goods suitable for the Christmas trade. In addition to the annual Christmas window display contest, in which eight cash prizes are offered, Hardware and Metal has decided to offer a special cash prize of $15, or a watch of equal value, suitably engraved, for the best window display, in which the products of manufacturers whose advertisements appear in next week's issue, are used. This does not mean that only goods featured in the advertisements next week can be used. There is no restriction as to the goods shown in the displays, as long as they are the products of firms whose advertisements appear in next week's issue. A special announcement will appear in next week's issue (Nov. 27). Watch for it.

Another hardware merchant in a Western Canada town of five hundred population, sold fifty automobiles to farmers in one season. He too, is doing a big business in auto accessories.

These three cases have been cited, simply to show what some hardwaremen are doing. Dozens of similar cases could be quoted to show how hardwaremen are selling automobiles in rural districts.

And in order to show how rapidly the demand for cars is developing in rural districts, it will be interesting to note that in one month (August) the sales of cars, by one prominent maker, in rural districts, were 222 per cent. greater than during the corresponding month of last year. This demonstrates the ever close relation between successful crop conditions and motor car sales—and also auto accessories.

In addition to the hardwaremen who are selling automobiles, there are hundreds of sales agencies, garages, etc., scattered throughout the Dominion—all busily engaged in selling automobiles, both in city, town and country.

Statistics gathered last year show that during the six years from 1909 to 1914 the total retail sales of cars in America amounted to two billion dollars.

If this amount of money was spent on cars, millions of dollars must have been spent on upkeep, extras, oils, greases and accessories of every description.

During the past few years, hundreds of hardwaremen in Canada have been forging right ahead in the automobile and accessory selling game.

On the other hand, there are merchants who do not appear to have realized the immensity of this industry.

In some cases, there are merchants who have an idea that auto accessories are sold largely by firms selling automobiles, and by garages. It is true that the garages are doing a large business in accessories, but it is equally true that there are hundreds of hardware firms who do not sell automobiles, or conduct garages, but who do sell auto accessories —and on a large scale.

Most of these firms started handling accessories in a small way and have gradually expanded until their business in auto accessories reached large proportions.

A representative of Hardware and Metal recently completed a tour of Eastern Canada, and in his travels called on hundreds of hardware firms.

Although he found that auto accessories were being carried in a good many stores, he was greatly impressed by the exceptionally large number of hardware merchants who expressed their intention of adding auto accessory departments in the near future.

In Western Canada, the hardware trade took up the auto accessory line much more quickly than the trade in Eastern Canada.

Present indications are that 1916 will prove a record year for sales of both automobiles and accessories.

Danger of Steel Famine in Canada?

Action of American Corporation has Direct Bearing on Canadian Trade—Danger of Famine if Munitions Demand Continues—Effect Would be Very Widespread—Comparative Prices

THE recent developments in the steel trade have been such as to cause considerable apprehension as to the future of the market for that and kindred metals and their products. For some weeks there were steady advances accompanying the increased volume of business as the result of munitions orders and a revival of domestic consumption in the United States and, to a less extent, in Canada. The big American mills recorded heavier and heavier bookings and advanced their delivery dates from weeks to months. But it remained for the action of the Canadian selling organization of the United States Steel Corporation to bring the Canadian market face to face with the serious nature of the situation, when last week the announcement was made that prices had been withdrawn and that business negotiations had been practically suspended for the time being at least.

In order that it may be at once established that this action of the big American steel concern has a direct bearing upon the Canadian trade, it need only be stated that on the day of the withdrawal a paper was delivered in Montreal prepared by Col. Cantley, the president of the Nova Scotia Steel Company, in which he pointed out that even in the banner year of 1913, Canada imported half of her steel from the United States and made the observation, which may be taken as a serious prophetic one, that there was danger of a steel famine in Canada in the event of the munitions demand being continued.

The action of the United States Steel Company does not indicate a real shortage for the present, as the majority of requirements for some months have been booked, but, with the prospect of large munitions orders to be given out at Ottawa and a continued growing demand in many other directions, there is certain to be competition for supplies which will have the effect of driving prices to higher levels. Every effort is being made to increase both the American and the Canadian production, but it is doubtful if this increase will keep pace with the rapidly growing demand; the withdrawal of prices may be taken as an indication that there is a serious danger that it will not be.

The effect of a steel famine would be very widespread in the different branches of the metal trades, and there are few lines of hardware that might not be eventually affected. The action of the United States Steel includes all their products with the exception of tubes and pipe and some railway materials for switches and crossings. Already in the upward movement, however, both tubes and pipes have been affected. Sheets, wire, nails, and the different brands of steel, including mild, sleighshoe, tire, toe calk, etc., etc., are directly concerned and further advances are to be expected, while eventually a continuation of the high market would have the effect of advancing the many lines of manufactured articles into which steel enters.

Even more widespread, however, may be the influence, for there is a feeling in the trade that the tendency of steel will be followed in many of the other metal markets. Altogether the oldest of the Canadian metal houses state that there has been nothing in their history which they could use for precedent or even a basis for comparison. The future is vague and altogether uncertain.

COMPARATIVE PRICES—MONTREAL BASIS.

	Nov. 15, 1915	July 31, 1915	Aug. 1, 1914
Common bar iron	$2 20	$2 00	$2 05
Refined iron	2 45	2 30	2 40
Horseshoe iron	2 45	2 40	2 40
Mild steel	2 45	2 10	2 25
Sleighshoe steel	2 45	2 10	2 25
Reeled machinery steel.	2 85	2 75	2 75
Tire steel	2 55	2 25	2 35
Toe calk steel	3 05	2 75	3 10
High speed steel, lb.	2 50	0 65	0 65
Wire nails	2 70	2 40	2 25
Staples, galv.	3 85	3 60	....
Staples, bright	3 00	2 60	....
Wire sm'th steel, No. 0-9	2 60	2 30	2 30
Barb wire	3 47½	3 15	2 35
Wire, No. 9 coil spring.	3 35	3 10	2 25
Wire, No. 9, plain galv.	3 30	3 05	2 15
Hay wire, No. 9	3 90	3 75	3 75
Sheets, black, 28 gauge	3 25	3 00	2 70
Sheets, galv., 28 gauge.	6 10	6 50	4 35
Pipe, black, 1"	4 76	4 59	4 33
Pipe, galv., 1"	8 08	9 10	6 00
Tin	46-46½c	45-46c	0 37½
Spelter	22-22½c	25-26c	0 06
Lead	7-7¼c	7½-7¾c	0 05.1
Copper	0 22¼	0 23	0 15½
Antimony	0 42	0 40	0 08½
Aluminum	0 62	0 40	0 19

Movement is Recent

The developments in the steel situation have been comparatively recent and they have presented another of those unforeseen and surprising situations which have resulted from the great war and the attendant upheaval in world industries. For a period after the war broke out the steel situation was very much depressed. The domestic consumption fell to low levels with the railroads buying but little. The war consumption was apparently not considered as an important factor. In fact, such were the influences that prices declined and, as will be seen from the accompanying table, they were lower a year after the war broke out than when the great conflict started.

Within the past few weeks there has been a great change. The manufacture of munitions has finally made itself felt in the consumption of steel and not only is there the war consumption to contend with, but in the United States, and to a less extent in Canada, there has been a revival of the domestic demand. The result has been that the great U. S. Steel Corporation finds its books filled up with deferred orders to such an extent that Canada has been cut off for the time being. There have been several advances in prices accompanying the buying movement and, if the demand continues in volume greater than the production, in both countries rising values are the logical developments.

War and Other Metals

In connection with the accompanying table, showing the position of steel and other metals and metal products when the war broke out, one year later and at the present time, it is interesting to note the different course taken by other commodities. This is not an effort to trace their movements but to give their position at the different periods. There were

(Continued on page 34.)

Talks of a Selfmade Merchant to his Clerks

Each Salesman Asked to Increase his Sales $25 Per Week—How Carelessness Affected Sales—How Many Sales are Being Lost?

THE improvement in business during the past two months has been decidedly encouraging. October sales have shown a splendid increase over those of the corresponding month of last year. It looks as though business is going to show a steady improvement from now on.

November business so far has been brisk. The recent cold snap has stimulated the demand for cold weather goods, heating equipment, etc., and there should soon be a very fair movement in Christmas gift lines.

We must not, however, lose sight of the fact that we will have to plug hard in order to make a favorable showing at the close of the year.

The slackness in the building trades has hit us pretty hard this year. Had it not been for the fact that we have worked hard to offset the losses in the builders' department, by pushing other lines, our sales would have dropped to a very low level. I have noticed of late that one or two of our men, evidently believing that prosperity has returned, have fallen back into a rut, and have not been making their efforts felt as they did a few months ago. At that time business was quiet, and we were all working hard to keep our sales up to a high level. Now, the point I want to impress upon you to-day, is that there is plenty of business to be had if we only go after it. Suppose that each man by working hard, could increase his sales $25 per week, each week from now until the end of the year. That would mean an increase of $150 for each salesman. We have six salesmen who should be able to do this easily. If they do, it will mean an increase of at least $800 in our sales during the next six weeks.

But that is not all. I feel reasonably sure that if each salesman tries to increase his sales $25 per week, his increase will probably be double that amount.

We cannot afford to fall into a rut. commercial reports show that most of the firms which have assigned recently, are firms that had fallen into a rut. When times were good, enough business came their way to keep things running. When business became quiet and the general public, began to tighten up the purse strings, these firms did not kick themselves into action. They remained in the same old rut and wondered why business had gone to the dogs.

The Kicker

I recently read an article which stated that kickers are said to be useful as instigators of progress.

They are, provided they kick against stagnation—"innocuous desuetude" as Grover Cleveland so eruditely phrased it.

But the most valuable kicker of all is the self-kicker—the automatic disturber of self-satisfaction. One of Nature's immutable laws is change. Nothing stands still. This is as true of a man as of a rock or a river or a tree.

Physiologists tell us the entire human body renews itself every seven years. Some part of us dies every second. It is replaced by another molecule which is either stronger or weaker — never the same.

Thus, habit or falling into a rut spells degeneracy. Habit seems to be doing the same thing always the same way. Really it means doing the same thing each time a shade less efficiently because no better.

Thus we come to the self-kicker, the man who is never satisfied with the way he did a thing nor what he was the day before. His ambition ever spurs him on to progressive action. He fights constantly against habit—the deadly "rut" disease. He knows that once a man surrenders to thoughtless, automatic habit, he has become ripe, and that ripening is the prelude to decay.

Self-kickers are rare and come high. All others pay to be kicked out of the financial rewards they are physically and mentally capable of earning but do not earn.

The moral to this is that we should watch our work with an eye keen to detect flagging energy, and then use the spur, and kick ourselves into 100 per cent. activity before the greased plank starts us gently on the road to inglorious mediocrity.

Going After Business

There is plenty of business for us in this community if we go after it the right way.

We must go after it more aggressively. Of late, we have fallen into a rut. Our window displays have not been as attractive as they should be.

Our newspaper advertising has very often been allowed to run two or three weeks in succession. This is bad business. Our ad. should be changed at least once a week. Our window displays should be changed every week.

About a year ago, as you know, we installed six tables, and placed them down the centre aisle of our store featuring household hardware at prices ranging from 5c to 25c. For several months we picked up a large amount of extra business as a result of customers buying from these tables. We are still selling goods from the tables, but the sales are few and far between. How do you account for this? I believe it is simply because we have not looked after the tables properly.

Out of Season Goods

Look for example at the 10-cent table. On the table we are still showing fly swatters, fly traps, hose couplings, hose clamps, scythe stones, hammock hooks and several other lines which are unseasonable.

At this season of the year we should be showing canvas gloves, flue stoppers, stove pipe collars, stove pipe enamel, lantern globes, lantern burners, putty knives and dozens of other seasonable lines.

The same rule applies to all the other tables. Examine them all and you will find that at least 25 per cent. of the goods on display are unseasonable. This I believe accounts for the falling-off in sales from the tables.

Losing Sales

Just in closing, there is another mat-

ter I would like to refer to. The other day one of our men was showing a lady our line of washing machines and wringers. I noticed that he did not make a sale. What was the reason?

Yesterday one of our men had an enquiry for prices on mechanics' tools but no sale was made.

To-day a lady customer asked to see weatherstrip. She had the sizes of the doors, windows, etc., with her, but she did not buy. I saw another lady customer looking at varnish stain. She appeared to be greatly interested, but she did not buy.

These observations have been made within the last three days, and caused me to wonder how many sales we lose in the course of a year, and why we lose them. I know that in some cases, enquiring customers are not in a position to place an order on their first visit, but it seems to me that altogether too many customers are passing out without buying.

If there is anything wrong with the lines we are offering for sale I would like to know of it. If our stock is incomplete, it is very important that we should have the defect remedied, and not lose sales as a result of not having the goods we stock. If it is the fault of our salesmen it is up to them, to find out their weaknesses.

Don't console yourself with the idea that when a customer goes out without buying, that he will come back—a large number of such customers do not come back, and the sale is lost as far as we are concerned.

If we lose one customer or sale a day we lose 300 or more in a year.

From now on a very close record is going to be kept of the sale of each clerk. I will have more to say regarding this at our next conference.

CASHING IN ON C.O.D.'S.

(Continued from page 23.)

the biggest risks in retail business, is loss through careless handling of C.O.D.'s, and the proprietor very often does not know whether he gets all of the money or not.

Mr. Hutchinson has tried to eliminate all danger from losses of this nature.

Steamer Refloated

Despatches from Quebec are to the effect that the steamer Lady of Gaspe, which was wrecked a few weeks ago in the Louise Basin, has been refloated, and has been handed over to the Wrecking Commission by the harbor superintendent. Montreal hardware wholesalers have been considerably interested in the wreck, as there were a number of substantial shipments on board which had to be replaced.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding contest competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities. The prize winners in last year's contest were: Places of 5,000 and over, first prize, H. W. Parr, Sommerville Hardware Co., second prize, Chas. Buford, of the Bond Hardware Co., Guelph, Ont.; third prize, R. T. Thornhill, of P. Hymmen Co., Berlin, Ont.; fourth prize, Fred. J. Mills, of the Mills Hardware Co., Hamilton, Ont.

Places of 5,000 and under:—First prize, W. A. Evans, of D. Leckie, Kelowna, B.C.; second prize, John F. Bingham, of Binn's Hardware, Newmarket, Ont.; third prize, Carter Bros., Picton, Ont.; fourth prize, A. L. Shiells, Kincardine, Ont. In addition to the prize winning displays last year there were a great many displays which only fell a little short of the standard set by the prize winners.

Since last year's contest a good number of new hardware window trimmers have developed in the Canadian trade and this year's contest promises to be one of the keenest ever held. As Hardware and Metal's contest is the only annual hardware window display contest held in Canada, the results are followed closely by all branches of the trade throughout the Dominion.

Hardware window trimming has advanced wonderfully in Canada during the past few years and in every international competition held in recent years Canadian hardware window trimmers have secured a good number of prizes.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

SEE SPECIAL PRIZE ANNOUNCEMENT ELSE WHERE IN THIS ISSUE

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 20, 1915 No. 47

SPECIAL PRIZE OFFERED

HUNDREDS of hardware window trimmers in all parts of Canada will be interested in an announcement of a special prize which is being offered by Hardware and Metal.

Some weeks ago the annual Christmas window display contest of Hardware and Metal was announced. This contest will be conducted as usual, as indicated by the announcement elsewhere in this issue. In addition to offering eight cash prizes in the annual Christmas window display contest, Hardware and Metal has decided to offer a special prize of $15 cash, or a watch of equal value, suitably engraved, to the Canadian hardware window trimmer who sends in the best window display of goods made by manufacturers whose advertisements appear in next week's issue of Hardware and Metal.

No restrictions will be placed on the goods to be shown in the window displays as long as they are the products of firms whose advertisements appear in next week's issue.

Each contestant will be expected to send in, along with photograph of the window display, a list of the articles appearing in the display, and also the names of the manufacturers of the goods shown.

It might be explained here, that next week's issue of Hardware and Metal will be the "Annual Christmas Goods Number," and will contain, in addition to appropriate editorial matter, the advertisements of many manufacturers, featuring goods suitable for the Christmas trade.

Hardware window trimmers should watch for next week's issue, in which an announcement giving complete details will appear. Remember the date, November 27.

ACTIVITY IN METALS

AFTER a period of comparative quietness the market for ingot metals has become very active, due entirely to conditions prevailing in the primary markets.

For some weeks there was only a slight variation in prices and the market was dull, the tendency, however, has always been towards higher prices. The market recently has been in a healthy condition and more or less free from the speculative element; there are, however, indications that with the increased activity, manipulation may develop.

Conditions prevailing in the metal market at the present time are, of course, abnormal, and the enormous demand for some metals, such as copper, antimony and lead, and in a lesser degree spelter for brass, has created a situation in which high prices are inevitable. Increase in production, above normal, is perhaps the only thing that would tend to keep prices within reasonable limits, but even this has failed, which is clearly shown in the prices now ruling.

It is thus difficult and at the same time perhaps unwise to predict what levels prices of the more active metals will reach. Taking everything into consideration, copper has been remarkably steady and there are no indications of a wild market. Consumption of this metal increased rapidly, but producers increased their output until the demand could be taken care of and are now said to be in control of the market.

The tin market has suddenly become nervous, owing to the submarine menace in the Mediterranean and will probably remain in this condition until the possibility of ships being lost has been removed. In any event, considerable delay will be caused to shipments of tin from the far East and spot metal will be high in proportion to futures.

The spelter situation is considerably easier than it was some months ago and the market is in a more healthy condition and firm. Zinc ore has recently advanced sharply, being quoted as high as $110 a ton, St. Louis. Zinc at $100 was at one time considered phenomenal.

Lead continues to move upward and is in strong position. There is an enormous amount of lead being consumed in munitions alone, so it is within the range of possibility that the market will go higher, especially in view of the fact that prices recently have been on a conservative basis. Antimony, another war metal, has been very steady for several weeks and only lately became at all active.

The reason for this is not hard to find, as the consumption of this metal has been very heavy since the war started and there has been a scarcity for some months.

The British Government has to all intents and purposes got control of the antimony market which will to a large extent account for the steadiness. There has been for some time a scarcity of aluminum and supplies are practically unobtainable locally. This metal, valuable for war equipment, is in great demand and production cannot keep pace with consumption, resulting in the present high price which is nominal.

NOTE OF WARNING

MANY more important advances in the price of steel products have taken place during the past week, indicating that the steel market it still on the upward trend. It has been stated in previous issues of this paper that the conditions which have prevailed for some time past, are unprecedented. The present condition of the steel market is an entirely new one and precedents do not count precisely. The *American Metal Market,* in referring to the steel trades pace, states that it is conventional that a "note of warning" should be sounded when the steel market gets to advancing rapidly. Here and there one encounters this note of warning now, but those who preach conservatism are certainly a very small minority indeed. Often one finds truth in the adage that majorities are always wrong, but of course there are limitations. The majority of the people in the United States have believed in the Declaration of Independence for quite a long while, but that does not prove they are wrong.

While a sharply advancing market is always a dangerous one, whatever the market, there are distinctions to be drawn. When the steel market proceeds as it did in 1909 and 1912, piling up forward contracts, with perhaps none too large a volume of actual specifications, there is danger.

When, as in the present market, the business done is trending more and more towards specific business, and away from open contracts, there is a very valuable compensation. The specific business is not at all likely to be canceled.

There is another point in this market that is in its favor, and that is that if consumption is curtailed by high prices, as it certainly will be at points, the demand may back up so as to support the market if it turns to a decline.

Hitherto the steel market has never started declining without running its whole course. This time, wherever the top point, the decline may be only fractional. The present pace of price advances is one that cannot be maintained indefinitely. It is a new condition, and precedents do not count, but the overriding of precedents can proceed only so far. It is yet to be seen where the limit will be found.

THE PROOF OF THE—PREDICTION

THE proof of the pudding is said to be in the eating and the proof of the prediction is in the fulfilment thereof. Hardware and Metal does not desire to pose as a prophet—nor yet the seventh son—but if by proving that a forecast as to market tendencies has been correct, we can thereby emphasize a repetition of the advice thus given the trade, we may perhaps be forgiven for once, overcoming our editorial modesty. If the reader will turn back to his copy of this journal of October 30, he will find an editorial article headed "On Being Caught Short." This article propounded the question as to whether the policy of commercial conservatism which has been generally followed for the past year or so had not been carried too far—in other words was the trade prepared to take advantage of that revival in business which it confidently expected. We argued in the first place "yes" and in the second place "no" and we believe that the developments since have justified those arguments.

Aside from the market changes which have followed, which have all been in an upward direction and have included such lines as sheets, pipe, waste, oakum, pitch, roofing, gasoline and benzine, hinges, turpentine, linseed oil, all kinds of steel, and several of the leading metals, etc., etc., we would desire to draw the attention of the reader to the fact that the theory has been unmistakably sustained in the action of the whole steel market as evidenced by the action of the United States Steel Corporation in withdrawing quotations to the Canadian trade. The principal point we made two weeks ago was—and we will quote—"With a fair inquiry from the consumer the volume of business is likely to spread through the retail and wholesale trade, where stocks are short, and the manufacturers will not be able to meet it and promptly fill their war contracts." Just this, exactly, has happened in the steel trade. Filled with war orders the manufacturers have had to face a big demand, largely in the United States 'tis true—for domestic wants, with the result that, from being deferred to months in advance, new Canadian orders have been suspended—for the time being at least.

Steel is such an important factor in the hardware trade than anything like a famine in that and kindred metals—and a famine is quite possible with Canada depending upon the United States for about half her supply—will have far reaching effects. Already the advances are being recorded in products of the metal and the finer manufactures thereof will undoubtedly be involved as the present stocks are exhausted, especially with a return of a normal domestic demand. The actual problem is one of the future and it may be met by increased production but all indications are now that there will be shortage and with such prospects higher prices are the logical consequence.

Ad Suggestions for Retailers

The Advertising Suggestions Below Have Been Prepared For Use by Readers of Hardware and Metal. The Suggestions Can be Used in Whole or in Part, as Desired. Retailers Can Insert Their Own Prices Under the Various Headings

Splendid Values in Winter Goods

Only four, of hundreds of seasonable articles carried in our store, are featured in this advertisement. If you need heating equipment, glass, interior paints, tools, cutlery, building materials, kitchen utensils, sporting goods or any one of the many lines carried in a hardware store, we would like to have an opportunity of serving you.

STOVE BRUSHES

WINTER MITTS

GOOD LANTERN

OIL HEATERS

We sell an oil heater that will not smell or smoke. It is guaranteed to heat a large room in a short space of time, is safe, easily kept clean, and burns only a small quantity of oil per hour. Ask for booklet. Prices, $5 to $7.

Stove brushes are used at this season of the year more than at any other. We sell well-made, high quality brushes at prices ranging from 20c upwards. We also carry stove polish and stove pipe enamel in cases, ranging in price from 10c upwards.

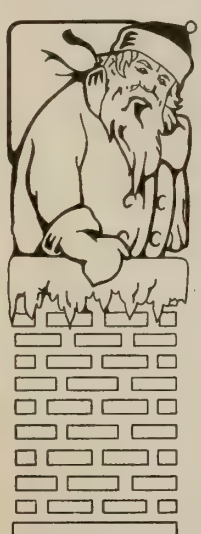
For cleaning out furnaces, sifting ashes, snow shovelling, etc., canvas gloves are ideal and the price is only 10 cents per pair. We also have a wide range of lined and unlined leather mitts ranging in price from 25c to $1.50.

A poor lantern is a menace to life and property. A good lantern is your best friend on a dark night. We sell a large size, non-leakable and non-smoking lantern, guaranteed to stand in any wind, strongly constructed, patent extinguisher and many other features, for only 85c.

Stoves and Ranges, Paints, Cutlery, Auto Accessories

Phone 100 **The Blank Hardware Co.** **75 Main St.**

Christmas Buying Has Commenced



Why have discerning buyers of Xmas gifts started making their purchases almost a month earlier than usual?—because they know that there will be a scarcity of many lines of goods formerly imported from countries now at war. The early buyers this year are the ones who are going to have first call on available stocks. Right now, we have a complete selection of many lines which we will be unable to replace later on. This is particularly true regarding our stock of cutlery. Make your selection now, pay a small deposit and we will hold the goods for later delivery. A few suggestions follow:—

Steel Table Cutlery	Cold Meat Forks	Electric Lamps	Guns and Rifles
Silver-Plated Cutlery	Fruit Spoons	Skates and Snowshoes	Tool Sets
Pocket Cutlery	Scissor Sets	Hand Sleighs	Vacuum Cleaners
Carving Sets	Sewing Sets	Toboggans	Carpet Sweepers
Fish Sets	Manicure Sets	Electric Irons	Food Choppers
Fruit Knives	Chafing Dishes	Electric Toasters	Alarm Clocks
Butter Spreaders	Bread Trays	Chafing Dishes	Guns
Pickle Forks	Butter Dishes	Electric Flashlights	Bread Mixers
Butter Knives	Candlesticks	Electric Grills	Stoves
Sugar Shells	Cut Glass	Auto Heaters	Washing Machines

Phone 100 **The Blank Hardware Co.** **75 Main St.**

Electros Used on Above Suggestions Were Taken From Hardware and Metal's Electro Service.

Making Show Cards Doubly Attractive

By Using Illustrations Taken From Advertisements in Hardware and Metal, Show Card Writers Have Overcome a Former Difficulty—Three Attractive Show Card Suggestions.

By T. O. CRAWFORD

WHY do the best window trimmers always use attractive display cards along with window displays? There are several reasons.

One reason is that an attractive show card will always cause the person viewing the display from the outside of the window, to pay particular attention to the article specially featured on the card.

Another reason is that attractive show cards always improve the appearance of a display.

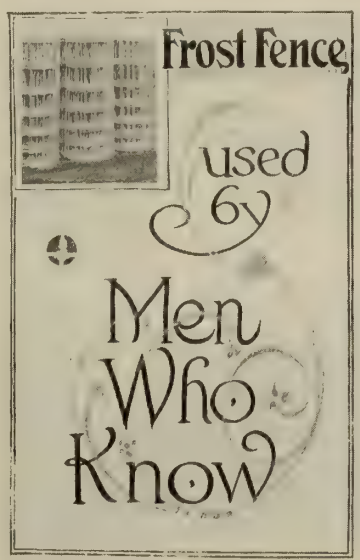
Department stores, chain stores, syndicate stores, etc., use window show cards extensively. Men are employed, whose special duty is to prepare up-to-date show cards for use with window and interior displays.

In the department stores where many of the displays are changed daily, new cards are needed almost every day.

Show Cards Pay

That show cards pay, is proven, by the fact that most of the large department stores employ expert card-writers at high salaries, and they are kept at work the year round.

The average hardwareman cannot afford to hire a special show card writer, but this does not necessarily mean that the hardwareman cannot have neat and attractive show cards for use in his window displays. In almost every hardware store you will find at least one or two clerks who are able to do a certain amount of lettering.



The illustration used in preparing the above show card suggestion was taken from an advertisement which appeared on the outside front cover of last week's issue of Hardware and Metal.

Many cardwriters have developed in the ranks of the retail hardware salesmen during recent years, as a result of the special courses on "showcard writing made easy," which have appeared in Hardware and Metal.

How to Secure Illustrations

One of the chief difficulties, always encountered by retail hardware salesmen, was that of securing suitable illustrations for use on the show cards. They could do the lettering, but many of them were stuck, when it came to making a drawing.

The experts employed by the department store could make the drawing because that was part of their business, but the hardware salesmen, except in a few cases, were up a tree when it came to drawing.

It is not to be wondered at, therefore, that when the suggestion was first made by Hardware and Metal, that the illustrations be taken from the advertising pages of Hardware and Metal, many window-trimmers "caught on" immediately. The result has been, that the show card suggestions offered in this paper have been followed closely.

Three Suggestions

The three accompanying illustrations show three show card suggestions, in the preparation of which, illustrations from the advertising pages of Hardware and Metal have been used.

A description of how these cards were made will provide details that should be of great assistance to window trimmers who wish to follow out the suggestions.

The illustration used in preparing the "Frost Fence" card was taken from an advertisement on the front cover of last week's issue of Hardware and Metal. The illustration was cut from the advertisement and pasted on a sheet of white cardboard 10 x 14 inches. A ruled black border surrounds the illustration and covers up all traces of where the illustration was pasted on.

All lettering on this card was made with a No. 5 red sable brush. It is not absolutely necessary that a brush be used

(Continued on page 41.)

The illustration used in preparing the above show card suggestion was taken from an advertisement on page 11 of the November 13 issue of Hardware and Metal.

The illustration used in preparing the above show card suggestion was taken from an advertisement on the inside front cover of the November 6 issue of Hardware and Metal.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—In Spite of the Protested Blockade—The Rediscovery of Manners—Attracting Tourists to Canada—Steel Exports.

IN SPITE OF THE PROTESTED BLOCKADE

From American Metal Market.

DURING the first eight months of 1914 this country exported $156,000,000 merchandise to Germany. It sent $11,600,000 in the same months of 1915, a decrease of $144,400,000; but for the same period, our exports this year to Norway, Sweden and Holland (the only gateways to Germany), increased $114,800,000.

Balance of trade in favor of the United States by reason of the war for the first nine months of 1915 ending September was $1,230,390,381, our exports in that period reaching the unprecedented amount of $2,532,485,167.

That the American note will cause irritation in England is anticipated here. Reports from England have indicated that the British are now convinced not only of the legality of their sea war measures, but also that the United States ought to accept them. The British feel, according to information received here, that England is fighting in the cause of civilization and that the United States ought to be willing to suffer the loss of a little trade in the cause, especially so as we are being swamped with profits and prosperity by reason of the orders we are receiving from the Allies to carry on their fight for American ideals.

What would be the condition of business in America to-day but for the seas being kept open and free by England's naval supremacy?

THE REDISCOVERY OF MANNERS.

From the Harvester World

"COURTESY meetings," it appears, are to be organized by one of the great railroad systems of the country. It is felt that rudeness and boorishness on the part of conductors, brakemen, porters, clerks and other employes of a carrier are neither essential nor unavoidable, and that neither strenuousness nor efficiency requires the sacrifice of good manners.

If "safety first" is a good slogan, "courtesy second" is just as good. Time was in this country when busy and energetic men assumed tacitly that in trade and commerce manners were of no consequence. So long as the goods were "delivered" what did mere words matter? Why waste precious moments—which any statistican could multiply into staggering periods of time and enormous losses of money—on "please" and "thank you?" Why not leave all such empty and useless formalities to the absurdly ceremonious Latins, and show the world that business can be transacted in a downward and swift manner?

These notions have been relegated to the limbo of crude ignorance. There has been a veritable rediscovery of manners in business. Efficiency is being separated from brusque discourtesy. Statisticians to the contrary notwithstanding, a billion "Thank yous" will not "waste" a single second. Manners may take time, but they bring money instead of taking it. Politeness and affability pay.

ATTRACTING TOURISTS TO CANADA

From Printer and Publisher.

THIS thing is true: 1916 will see both Canadians and Americans spending their summer vacations on the North American continent—this, war or no war. Which fact suggests that the Federal Government, or Provincial Governments, Canadian cities and Canadian railways, individually and collectively, should plan **early**—say in December or January next—to advertise the attractions of the Dominion to the holiday-seekers of the United States, Great Britain and France—in particular, to the people of Uncle Sam's land.

It was perceived in 1914 that Americans and Canadians would have to spend their 1915 vacations on this side of the ocean; and Canada counted on getting a very heavy tourist travel from the United States. But for reasons now known, but not perceived in advance, the Americans didn't come to Canada in any large numbers.

Those concerned must advertise, and make their plans **early**, and carry through their programme faithfully. Dodging one's plain duty has a penalty attached to it. We in Canada want some of the millions our American cousins will spend in the summer of 1916, and if we want to make sure of getting the desired portion, we must pay the price—in good dollars. It is always good business to invest one dollar to get it back many times multiplied. Contrawise, there is a withholding which tendeth to poverty.

STEEL EXPORTS

From the Ironmonger (England).

SO far no confirmation has been forthcoming of the rumor that the exportation of steel from the United Kingdom may be temporarily suspended. It is believed that the authorities have the question under consideration, but that their decision will depend upon the ability of the works, under the present conditions, to meet the ever-increasing demands for Government material. The complete prohibition of steel exports would be so serious a step that it will certainly not be enforced unless it is deemed imperative. It is recognized that the equilibrium of foreign exchange is largely dependent upon the maintenance of our general export trade, and the stoppage of steel shipments could hardly fail to exercise a detrimental influence in this respect. Moreover, foreign and Colonial consumers would be driven more than ever into the American market for supplies, and it might be difficult afterwards for home producers to restore some of these connections, especially as our exports have already been restricted severely by the difficulty of securing licenses for export. Another point is the question of prices. Every additional order booked by the United States manufacturers tends to send prices further against the British purchaser, but these considerations, like everything else, must bend to military necessity. That will be the deciding factor in the situation.

Sheet Metal Workers' Course

By Chas. Sievers

THE following problem is one in which a slightly new feature is shown, there being practically three mitres.

First draw plan and elevation, as shown, making all three branches the same diameter. Lay the mitres for pieces A and B in the ordinary way, as would be necessary when developing a pattern for a two-piece 45-degree elbow.

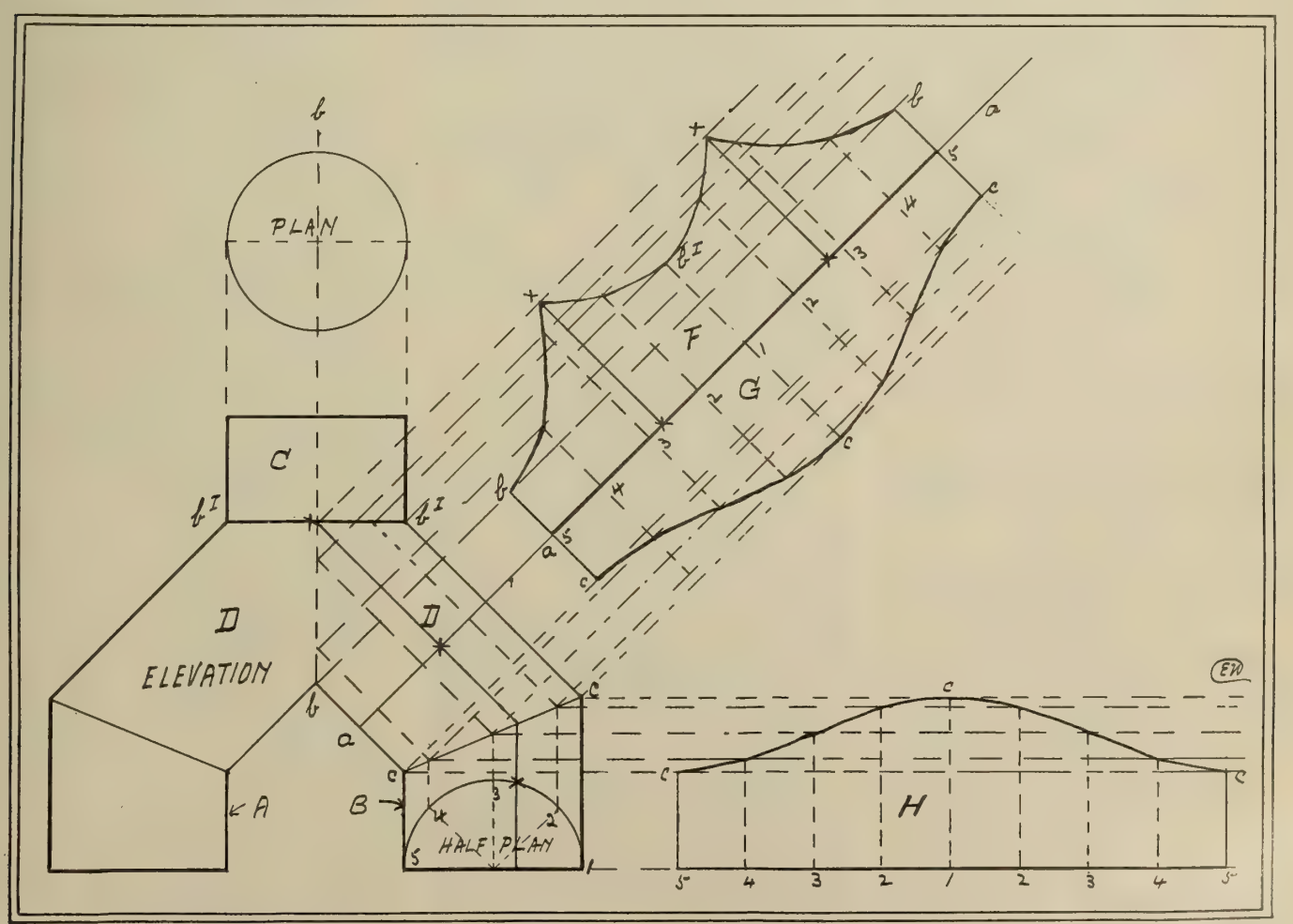
Having developed the pattern for pieces A and B, which are both alike, the next step will be to develop pattern for centre piece D. Draw a solid line through centre, as shown, at a-a, and use it as a base line. Now divide the half plan into four equal parts and extend lines as shown, cutting mitres b-b and c-c.

It will now be seen that it is necessary to depart from the regular practice followed out when plain elbow patterns are being developed, on account of there being a difference in length of the vertical mitre bx and the horizontal mitre x^1.

Now draw a line from point x on line b^1b^1 parallel with line b^1c until it intersects mitre c-c, and again down, cutting the half-plan in manner shown.

The next step will be the actual developing of pattern for centre-piece D. Divide the base line a-a into equal parts, the measurement of these parts being those shown in half-plan, 1, 2, 3, 4, 5, repeating as shown on base line the same measurements, 5, 4, 3, 2, 1. This will give the stretch-out length. Now take the compasses and lay off the measurement, as shown at x from 2, and transfer to base line of pattern. Having done this, draw a series of dotted lines from the various points until they intersect one another, as shown at the two mitres, and erect dotted lines from base line a-a until the dotted lines are all intersected. By connecting with a

(Continued on page 35.)



EVENTS IN THE TRADE

Fire Losses

Sorel, Que.—J. Berthiaume and Edouard Gauthier, tinsmiths, have been burnt out.

Ontario Incorporations

The Canadian Dove-Smith Co., capitalized at $40,000, head office Toronto, to manufacture and sell machinery, tools, etc.

Business Changes

Shelburne, Ont.—R. A. Jelly, hardware, has sold out to J. A. Yeo.

Fingal, Ont.—N. R. Pearce is putting in a stock of hardware.

Daysland, Alta.—Whyte & Orr of this town, are opening a branch hardware and furniture store at the new town of Heisler, on the C.N.R., south of here. Building operations will commence at once. The firm also has a branch store at Hardisty.

Dominion Incorporations

Cleveland Co., capitalized at $40,000, head office St. John, N.B., to purchase and use a certain secret process known as the Cleveland process for the treatment of metals.

Gunn Electric Company, capitalized at $20,000, head office Montreal, to manufacture and deal in electrical, hydraulic and other machinery.

National Toy and Novelties Co., capitalized at $40,000, head office Toronto, Ont., to manufacture, buy, sell and deal in dolls, toys, etc.

The Wizard Tire Inflator and Fire Extinguisher Company, capitalized at $50,000, head office Toronto, to make and deal in tire inflators and fire extinguishers, etc.

Annual Report of Paint Company Indicates Fair Business

Considering the depressed conditions in the building trades, which have prevailed for the past couple of years, and particularly since the outbreak of the war, the annual report of the Sherwin-Williams Company of Canada, to August 31st last, indicates that the paint industry has been holding its position fairly well.

According to statements made by Walter H. Cottingham, president of the company, there has recently been a marked improvement in paint consumption, the English company having shown an increase in sales of 36 per cent. during the months of September and October, the first months of the firm's new year, while in Canada during the same period there had been an increase of 26 per cent.

Travellers Elect Officers

At a meeting of the Dominion Commercial Travellers' Association at Montreal, officers were elected by acclamation as follows: President, R. C. Watkins; first vice-president, James Armstrong; second vice-president, Roseau Brosseau; treasurer, Maxwell Murdock. Five new members were elected directors, and they, with five from the old board, will undertake the management of the affairs of the association. These new members are Messrs. Glackmeyer, Joyce, Shea, Smith and Plante.

A meeting was also held of the Mutual Benefit Society of the association for nomination of officers, with the following result: President, M. Solomon; vice-president, W. J. Joyce; treasurer, Chas. Gurd; trustees, David Watson, Maxwell Murdock, F. S. Cote, R. Laurence and Paul Bernard.

Notwithstanding the heavy calls during the year for indemnities, amounting to $24,000, the society retains a reserve of over $14,000.

Industrial Notes

Hamilton, Ont.—The Canadian Chadwick Metal Co. are having the old Gonpf brewery building altered and machinery installed for making munitions

Gananoque, Ont.—The Ontario Steel Products Co. have received a large order for automobile springs and trench digging shovels.

Toronto, Ont.—The Canadian Hanson & Van Winkle Co. are building a brass foundry at a cost of $5,000.

Hespeler, Ont.—The Porcelain Kitchen Furniture Co. will establish a factory here shortly.

Montreal, Que.—The Standard Steel Co. has been organized in Montreal to manufacture steel products and shells. A building has been rented and will be equipped with the necessary machinery. The head office is in the Transportation Building, and the president is E. G. Jackson.

Amherstburg, Ont.—The International Safe Co., of Ft. Erie, is opening a branch here under the name of the Waugh Manufacturing Co. They intend occupying the premises lately used by the Two-in-One Auto Co., for which they have to pay $5,000 to the town if at the end of five years they are still in business and have during that five years employed at least twenty-five men. Besides manufacturing safes, they intend to manufacture counter registers, devices for accounts, etc.

Obituary

Toronto, Ont.—The death took place here after a few days' illness of Penrose J. Clemens, city salesman for the Canadian H. W. Johns-Manville Co.

DANGER OF STEEL FAMINE IN CANADA?

(Continued from page 25.)

many fluctuations in between; tin for instance going to 56c a week after the great struggle commenced.

In the price movement shown there is no stronger influence than that of spelter. Take such products as nails, galvanized wire, galvanized sheets and galvanized pipe, and it will be noted that the big advance was between August 1914 and August 1915—in other words the movement was with spelter — and there have even been some declines since. Smooth steel wire and hay wire did not advance with the movement referred to but recently they, with nails and galvanized wire, have gone to higher levels under the influence of the rising steel market.

In the metals the important advances were early and there has not been much change in the past few months although there have been fluctuations from time to time. Tin, as previously stated, had its big boom in the early weeks of the war panic but lead and the other metals reached the apex of their upward movement about the middle of June, at which time, it has later been revealed, German influences were working—with fair success—to create a panic. About the time referred to tin was 48c, spelter 30c, and lead 8c. Aluminum was then only 23c, the movement which took it to 60c and higher not having commenced.

HARDWARE LETTER BOX

McCulloch Tube Skates

M. A. Gendron, Penetang, Ont. — Please advise where McCulloch Tube Skates are made, and where we can buy them already riveted on boots.

McCulloch tube skates are made by McCulloch Skate Works, Winnipeg, Man. They can be purchased on the boots from Harold A. Wilson & Sons, Toronto.—Editor.

* * *

Barb Wire in U.S.

Subscriber (name on request).—Please give names of barb wire manufacturers in the United States.

Barb wire is made in the United States by American Steel & Wire Co., Chicago, Ill.; Youngstown Sheet & Tube Co., Youngstown, Ohio; Cambria Steel Co., Johnstown, Pa.; Keystone Steel & Wire Co., Peoria, Ill.—Editor.

* * *

Steel Wire Rope

Subscriber (name on request). — Please give names of firms in Canada making steel wire rope.

Steel wire rope is made by B. Greening Wire Co., Hamilton; Dominion Wire Rope Co., Montreal; Canadian Steel & Wire Co., Hamilton, Ont.; Canada Wire & Cable Co., Toronto; James Wilson, Merriton, Ont.—Editor.

* * *

Waste Papers and Balers

Daken Bros., Digby, N.S.—Please give names of makers of paper balers, and also names of firms buying waste paper.

Balers are made by the Davenport Mfg. Co., Davenport, Ia.; Buckeye Baler Co., Findley, Ohio; Stephenson & Blake, 62 Front street, east, Toronto; Climax Baler Co., Hamilton, Ont.; Page Wire Fence Co., Walkerville, Ont.

Waste paper is bought by E. Pullan, Adelaide and Maude street, Toronto; The Levis, 100 John street, Toronto; J. R. Walker & Co., Montreal.—Editor.

* * *

Flower Pots

Carleton Hardware Co., Ottawa, Ont. —Please give names of makers of clay flower pots.

Flower pots are made by R. Campbell & Sons, Hamilton, Ont.; John Cranston & Sons, Hamilton; J. W. Foley & Co., St. John, N.B.; Foster Pottery Co., Hamilton, Ont.; Medicine Hat Pottery Co., Medicine Hat, Alta.—Editor.

Wire Springs

Stove Manufacturer (name on request).—Please give names of firms in Canada making coil springs suitable for stove doors.

The Jas. Morrison Brass Mfg. Co., Toronto; St. Lawrence Steel & Wire Co., Gananoque, Ont.; Canadian Steel Foundries, Montreal, Que.; B. J. Coghlin Co., Montreal, Que.; Hutchings & Sons, St. John, N.B.—Editor.

* * *

Ridgleys Paper Hanging Tools

D. Mistele, Rodney, Ont.—Please advise who in Toronto sells Ridgleys paper hangers tools.

Ridgleys tools are sold in Toronto by H. S. Howland Sons & Co., and Sanderson Pearcy & Co.—Editor.

* * *

Thermit Welding Compound and Fuse

Wagstaff & Vestrup, B.C.—Kindly advise where we can procure Thermit welding compound and barium peroxide fuse.

Thermit welding compound, and fuse can be supplied by Goldschmidt-Thermit Co., 103 Richmond street, west, Toronto, Ont.—Editor.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1175. **Bolts, nuts, etc., and also galvanised wire.**—A London trading company engaged in export trade, desires the addresses of Canadian manufacturers of bolts, nuts, screws, etc. and also of galvanized wire, of which they need supplies.

1176. **Aluminium powder.** — A large firm of paint manufacturers at Liverpool wishes to be placed in touch immediately with exporters of aluminium powder.

1178. **Wire.**—A British firm is open to receive quotations for a five-ton lot of galvanized strip. Material should be capable of being bent at right angles and opened out straight without cracking. Sample can be inspected at the Department of Trade and Commerce, Ottawa.

1179. **Wire nails.**—A British firm inquiries for quotations c.i.f. Calcutta for British on American bright dowell nails in wooden kegs on 1 cwt. net; 15 cwts. 1½-inch by 13 B.W.G.; 15 cwts. 1¾-inch by 13 B.W.G. Cheapest quality available. State earliest delivery.

1180. **Tools, woodenware, ironmongery.**—A British firm is open to purchase mechanics' hand tools; wooden handles of all kinds, dowels and washboards, and desires to hear from Canadian manufacturers of twine, nuts and bolts, screws and wire nails.

1182. **Wire Nails.**—A Belgian firm established in London for many years and formerly representing German wire nail manufacturers, wishes to take up Canadian agencies for this and similar lines. They claim also to have extensive connections in the French market.

1183. **Wood Goods.**—A London firm of importers and factors of furnishing and decorating hardwood wishes to secure agencies for Canadian manufacturers of wood goods for household use, garden novelties, etc.

1192. **Wood Goods.**—A firm in Birmingham is open to buy dowels, washboards, rolling pins and all kinds of wooden handles.

1193. **Detonators.**—A British firm is open to represent a manufacturer of detonators (fog signals).

1194.—**Belting, Thread and Cotton Waste.**—A firm of manufacturers' agents in Buenos Aires desires to purchase the following articles from Canada: Balata belting, 1½ to 12 inches in width; show and saddlery thread; white and colored cotton waste.

1195. **Brush Blocks.**—A firm in Glasgow wishes to obtain quotations for brush blocks, c.i.f. Glasgow; birch or beech, 11 inches to 13 inches by 3 inches.

1196. **Kraft Paper.**—A London firm desires the addresses of Canadian manufacturers of kraft paper similar to sample in the possession of the Department of Trade and Commerce. They would like to receive quotations for considerable supplies.

SHEET METAL WORKERS' COURSE

(Continued from page 33.)

solid line, the various points where cut, as shown at a, b, x, b, a, the pattern for the two mitres is developed.

If the person developing these patterns have a 45-degree two-piece pattern on hand, it would only be necessary to develop pattern F above the base line, because the pattern pieces G and H are the same as an ordinary 45-degree pattern.

It must be noted that no allowance has been made for seams.

Geo. A. Ingram, of Ingram & Davey, St. Thomas, Ont., has been elected to the Board of Education.

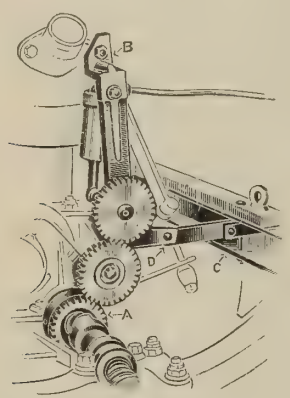
Kingston, Ont.—Fire did $2,000 damage to the hardware warehouse of Edwin Chown & Son.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

JULECO F. PUMP

Judd & Leland Mfg. Co., Clifton Springs, N.Y., offer to the trade a new pump which they have adapted to the Ford car.



The Juleco power pump for Ford Cars.

The makers state that the Juleco pump is a reasonably-priced power pump for a Ford car that can be easily installed in from ten to twenty minutes. The only tools necessary are a screwdriver and wrench. The pump takes up very little room and operates behind the fan. No alterations in the car or engine are necessary, as the pump is built to fit the car. The makers state that the Juleco will pump the largest Ford tire in from two to three minutes. The whistle gauge announces when the required pressure is attained. The pump lubricates without discharging oil into tires and without heating. It can be carried in a convenient place on the engine, and weighs six pounds complete. Descriptive matter will be mailed on request.

EZEKLEEN SPARK PLUGS

The Perpetual Spark Plug Co., 330 E. Drinker Street, Dunmore, Pa., offers to the Canadian trade the "Ezekleen" spark plug, here illustrated.

The makers claim that owing to the unusual construction of the "Ezekleen" plugs, they have never been short-circuited by oil or carbon.

The insulator of the plug is drawn in the shell up against a metal ring and a metal compression tight joint is made. The insulator is held in this position while the insulator is moulded in the shell. After the assembly has been heat-treated and the insulator anchored in the shell, the pressure is removed, and there is, it is claimed, a permanent compression tight joint, without pressure on the insulator. The shell is free to expand without pressure on the insulator or disturbing the compression tight joint. The compound used to mould the insulator in the shell does not stick fast to the insulator or shell, but swells when hot and contracts when cold, causing a tight joint and no cracked insulators.

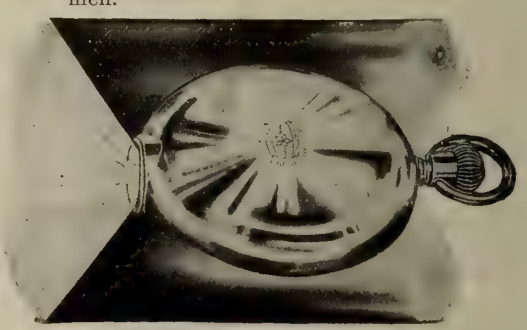
The hollow projecting insulator is in the flame at each explosion, and becomes very hot, but heat, it is said, will not crack this insulator. Oil or carbon cannot be made to stay on this hot insulater any more than it can be made to stay on a hot piece of iron. The insulator of the plug is self-cleaning.

The makers also state that there are several other important and unusual features about Ezekleen plugs. Complete descriptive matter will be mailed upon request.

Ezekleen spark plug.

KHAKI-KIT KITCHEN

A. Harry Wolfe, Government contractor, of Montreal, is placing before the trade the khaki-kit kitchen, which is expected to appeal strongly to soldiers and sportsmen. The kitchen, when closed, measures 6½ in. x 7½ in., is specially adapted for military use, having two loops which will fit the belts of all ordinary rank and file equipment. The outside container is made of sheet iron, covered with heavy waterproof khaki duck. There is also an interlining of asbestos between the duck and the metal, making the exterior absolutely fireproof. Eyelet holes are perforated around the bottom of the container, giving a direct draught to the fire, which is contained in the form of "canned heat." The burner is suspended in the container, and can be raised or lowered to adapt itself to the various utensils for boiling, frying, broiling or toasting. The frying pan, which has a folding handle, acts as a cover to the container. The outfit contains also a boiler and a mess tin, which conveniently fit into one another inside the container. The maker claims that the outstanding features of the khaki-kit kitchen, from a military standpoint, are that there is no smoke, light or reflection, and the fire cannot be extinguished by winds or other draughts, but only by smothering with the lid. There is enough "canned heat" in each tin to cook nine meals. The boiler holds one quart of water, which, it is claimed, can be brought to a boil in ten minutes. The outfit is very compact, and, the maker claims, should prove to be a boon to the men in the trenches, and should also find favor among sportsmen.



The "Watchlite."

WATCHLITE FLASHLIGHT

Bright Star Battery Co., 430 West 14th St., New York, N.Y., offers to the trade a new flashlight in the shape of a watch, called the "Watchlite." It is not a novelty, but a useful and serviceable flashlight.

The makers state that the battery used in it, No. 62-17, will give practically as good burning life as the regular 2-cell nickel-plated size and is guaranteed for the same length of time on the shelf. It is of Mars-Bright grade.

The bulb packed with the flash-

(Continued on page 44.)

THE JUNIOR CLERK'S PAGE

From Truck Boy to President *

Walter C. Allen Has Worked for Large Manufacturing Firm for Twenty-Three Years—He Started as Truck Boy. Now He is President

WALTER C. ALLEN is thirty-seven years old. He started in with the Yale and Towne Manufacturing Company at a dollar a day. His first job was pushing a truck. Now he is the new president of the Yale and Towne Manufacturing Company. He succeeded Henry R. Towne, who recently resigned after serving for forty-six years as the active executive leader of the company he organized with Linus Yale. This company has grown steadily until it is one of the largest lock and hardware manufacturing concerns in the world.

So Walter C. Allen has succeeded in a big way. All the work he has ever done has been for the Yale and Towne Manufacturing Company. He has worked there twenty-three years. And now he is president of the company.

It is worth our while to know something about the methods of a man who sticks to one concern for twenty-three years, and ends up as the head of that concern. What is his viewpoint? How does he work? Where do his business hours go?

First of all, Mr. Allen is thorough. One of the first steps he took after they made him president was to establish a thorough-going statistical department. This department keeps him in close touch with every branch of his own industry, as well as with market conditions affecting the commodities in which his company deals. It affords him ready access to every feature of operation and maintenance in both the manufacturing and merchandising ends of the business. Trade conditions are likewise closely followed by this department. Articles by financial and trade authorities are carefully and systematically read, and each day Mr. Allen receives tabulations of the building permits issued throughout the country—these serving as a guide to the market possibilities for Yale products.

Getting through his day's work is just as much a matter of system and discipline as is the operation of the company's factories with their thousands of employees.

How Mr. Allen Watches Details and Future Work

On his desk stands a tickler file. Any matter that can be decided at once is decided at once. If it requires investigation and report it is ticketed to the person who is to handle it, with instructions as to when a reply is expected, and a tickler memorandum is put under that date.

In order to keep his memoranda distinct and separate, they are noted in purple pencil. This scheme of individual pencil colors is carried out by each department head who uses his own particular color—for instance, one blue, one red, another yellow, and still another green, and so on.

It is a rule in the Yale offices that each day every man's desk must be cleared. Nothing is allowed to accumulate, and perhaps "lose out" under a mass of papers. This rule is rigid and arbitrary—for every one from the junior clerks right up to Mr. Allen himself. Department desks must not be locked, and are always open to inspection by the department head or his deputy.

Mr. Allen is always accessible. He is not surrounded by a wall of formalism and dignity. Distinguished for definite decision, he is a good listener, and will discuss any matter thoroughly—considering other men's opinions, and giving due weight to them. But once he makes up his mind, he sticks to his own decision.

He is an easy worker; he never allows himself to become snarled up in anything that is better understood and handled by his lieutenants—and, being better understood, is better executed by them.

This shows that he puts confidence in his men and then lives up to it. He never concerns himself with the routine work of any department—keeping himself free for the bigger activities of the whole organization. Matters of department policy are clearly defined, and are carried into effect by his subordinates.

This same broad-mindedness and confidence extends to his sales force. It is his idea that by creating a sense of real responsibility and confidence in his sales force—by backing them up to the limit—he not only increases their efficiency, but increases their value in dollars and cents to the Yale organization. He puts each man on his mettle, and takes care of that man on the basis of what he accomplishes.

One little incident out of his record with the Yale organization shows that besides being thorough he looks ahead a bit.

When he was a truck-boy, he was keen enough to realize the value of special training—so he planned to get into the offices, where he could learn something about the business. He did get in through the interest of a minor official.

A Way to Plan for the Job Ahead That Won Out

He spent two years learning clerical work. But he realized that the expert mechanical workers in the plant were the ones who were making good money. And at that time, he is frank to admit, good money was his main objective. His interest centered on the toolmakers. They were specialists, so he made application for a transfer, and a chance to learn the toolmaker's trade. He got the chance; but he got a reduction in wages to seventy cents a day at the same time.

Some time after this he enlisted the co-operation of the foreman of the draughting room and got permission to use the draughting room at night. He studied mechanical drawing—thoroughly—encouraged by the foreman.

An Illustration of the Value of the Right Kind of Friends

A friendship grew up between this foreman and Allen, who was invited to his superior's boarding house evenings. Thus he got much good advice and a real grip on the designing end of the lock and hardware business. The hospitality of the foreman was warm, but the room itself was a pretty cold proposition. And the evenings during the winter that they spent together frequently were passed with their overcoats on.

The rest of his progress toward the president's chair is about as these two incidents might lead us to expect. He went on learning his own job thoroughly and planning for others ahead. He went on getting people to take an interest in him—first, F. T. Towne, son of the

(Continued on page 41.)

*Reprinted from System, the Magazine of Business.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

THERE appears to be no limit to the advances which are still taking place on various hardware lines. Steel products are still going upward, and this week's reports indicate many advances which were predicted last week. Among the lines which have advanced this week are nuts and bolts, wire nails, galvanized wire, black sheets, pipe, hinges and butts, oakum, castor oil, dry white lead and other lines. In ingot metals advances have taken place on spelter, tin, lead, copper and other metals. These advances locally, are due largely to advances in the primary markets. In the near future, advances are predicted on boiler tubes and plates, wood screws, brass and copper products, tinned iron and other lines depending on the iron and steel situation.

Paint makers who recently reduced their prices on ready-mixed paints are now facing a serious problem, owing to the further advances which have taken place in the price of raw materials. Turpentine and linseed oil have advanced rapidly of late. Lead, after remaining stationary for some time, has recently advanced to a considerable extent and zinc remains very firm, with no signs of an immediate weakening. Retailers are now booking freely for spring delivery, and it is felt generally that paint is a good buy at present prices.

Reports from Western Canada indicate that business has improved greatly of late and jobbers report that business during the past few weeks has been much better than during the corresponding period of last year. Owing to the recent cold snap and heavy snowfalls in the West, there has been a heavy demand for winter goods, including carriage heaters, horse blankets, etc. A scarcity of some lines is reported from Winnipeg. Business generally has shown considerable improvement of late, and the recent cold snap has stimulated the demand for heating equipment and early winter hardware lines.

MONTREAL

MONTREAL, Nov. 19.—The fact of Canadian orders being turned down by American steel mills, referred to last week as a disquieting feature of the steel and iron situation, finds official confirmation in the announcement of the United States Steel Products Company, the export subsidiary of the United States Steel Corporation, that quotations have been withdrawn in this country, and this attitude will no doubt be taken by other United States producers. The result has been an upheaval in those branches of the hardware trade dependent upon steel products; the event is the most important in the history of the trade for many years. Metal merchants state that not only are their orders not accepted, but that the intimation is that their business is not wanted, and propositions made receive no consideration. Unprecedented prices may be expected on many lines and the advances already made are probably only a forerunner of others to come. There is no prospect of an immediate famine because there are substantial bookings for future delivery, but the action taken is an indication of uncertainty as to future supply, and if that uncertainty is fulfilled will be very serious; until there is assurance that future orders can be filled the prices on existing stocks must be expected to move upwards. The main point appears to be as to the ability of the steel producers to fill their war contracts and keep pace with the rapidly developing demand—at present the demand seems to be in the ascendency.

In addition to making specific mention of a number of items which were due to record advances, Hardware and Metal last week predicted that there would be an upward movement in the metals generally, as well. How well these predictions are borne out is shown in detail in the report following. The whole movement appears to be due to the placing of immense orders for munitions and to the revival of domestic demand, particularly in the United States. Canada has received heavy orders and as she is dependent upon outside sources for many of her supplies she is very much concerned.

Advances have been made in nuts and bolts, nails, galvanized wire, black sheets, galvanized sheets, black pipe, hinges and butts, heads, oakum, castor oil, linseed oil, turpentine, dry white lead, etc., while in the metals tin leads a big upward movement which includes spelter, lead, copper, antimony, aluminum, zinc, solder and nearly all old materials.

In the immediate future advances are predicted on boiler tubes, boiler plates, steel, wood screws, brass and copper products, tinned iron and other lines depending on the steel and iron situation, while solder and galvanized and black sheets are only two of the items which should be very firm on the present market. As to the metals, there are some indications that the upward movement may have reached the top and that there may be some reaction; however, no general relief can be looked for in this department while the war conditions continue.

TIN HIGHER; GOING UP.—Tin has been a leader in the upheaval of metals. Locally the price has been advanced 4c to a level of 46-46½c. Not only is the market very strong at this figure, but there are prospects for further advances in the immediate future. In outside markets there has been great excitement based on the report of the closing of the Suez Canal for military purposes. New York seems to have been chiefly influenced, and from last report to the end of last week there were advances of 8c. With the opening of the present week there has been a somewhat easier feeling on a decline on London, where the dealers do not seem inclined to be influenced by the prevailing excitement; the attitude is that the closing of the canal might cause delays in receipts, but it would not result in the actual loss of a pound of tin.

SPELTER STILL HIGHER.—Spelter continues to advance and to the increases of the past few weeks there is an addition of 2c, the present quotation being 22c to 22½c. This movement together with the rising prices for steel plates is having the effect of taking the market for galvanized sheets rapidly upward. The advance in New York since last report has been about 2½c on prompt, which makes a total rise in the market of 5c since the 18th of October, while on futures the increase in the month has been almost fifty per cent.

The cause is given in the recent increased orders for munitions, which has stimulated all metal markets and which, combined with a call for export and better domestic inquiry, has been taken advantage of by producing interests. The latter are not anything like sold up for January, but there has been such an improvement in future business lately that they seem inclined to hold on for continued high prices. However, there are indications that the rapid advance has been largely due to speculation and that the position of the market is not so strong technically as the price would indicate; in this event a break in London or profit-taking by speculators might result in a reaction.

LEAD AGAIN GOES UP.—Lead has continued its upward march, there being another ¼c advance in the local quotation; present basis being 7¼c to 7½c. There has been a like advance in the American market which is now 5¼c. There are reports that the Morgans bought 15,000 tons for military purposes and that this influenced the advance made by the Trust, while there has been a general demand by munitions makers which has sustained the market so far as the independents and the second hands are concerned.

COPPER STEADY AND STRONG.—The copper situation has been well maintained locally on the advance to 22½c recorded a week ago. Recent tendencies in the American situation have been to higher levels, a strike in one of the big refineries being a factor in the movement. However, the strike has been settled and there are indications that considerable of the recent buying has been due to manufacturers of munitions being frightened into the market.

ANTIMONY AGAIN UP.—Antimony has kept its position in the parade of metals with further advances in the week of 3c to 5c. There has been heavy buying in all markets on this side as the result of the new munitions orders. New York has not been influenced to the same extent as Canada, but still there have been material advances in that market since last report. Chinese and Japanese is there quoted at 27½c to 38½c and American 37½c to 38c; this is an increase of 1¼c to 2c.

ALUMINUM STILL HIGHER.—The aluminum market is going to heights where it cannot be recognized, for it is beyond consideration for many purposes for which it was extensively used. Locally there is another advance for the week, from 60c to 62c, but even this figure is merely nominal. New York puts the market at 58c to 60c, which is also 2c up for the week.

SOLDER VERY FIRM.—Solder is very firm on the advances recorded a week ago, and quotations are slightly stronger, the low price on half-and-half being increased 1c. The indications are, with the higher prices for tin, that quotations will be further advanced. Present prices:

Half-and-half	26c-27c
Strictly	28c-29c

PRICES SUSPENDED.—The action of the United States Steel Products Company, the export subsidiary of the United States Steel Corporation, in withdrawing all prices on steel products and upon pig iron, promises to have very serious influences in the trade and there are indications of a reorganization of the selling basis of many of these lines if the company continues its attitude. Sheets, pipe and many other lines will be directly affected while it would be difficult to estimate the influence of

such action throughout the long list of various products.

The present quotations on steel and bar iron are very firm and likely to advance: Mild steel, $2.45; sleigh-shoe steel, $2.45; Reeled machinery steel, $2.90; Tire steel, $2.55; Toe-calk steel, $3.05; spring steel, $2.90; band steel, $2.45.

Iron continues very firm on the basis of $2.20 for bar.

NEW LIST ON BOLTS.—A new list on nuts and bolts, covering advances of about 5 per cent., has been issued as follows:

Carriage bolts ($1), list, ⅜ in. dia. and smaller, 60 and 10 p.c.; carriage bolts ($1), list, 7-16 in., 50 p.c.; machine bolts, ⅜ in. dia. and smaller, 65 p.c.; machine bolts, 7-16 in. dia. and larger, 50-7½ p.c.; sleigh shoe bolts, ⅜ in. dia. and smaller, 55 p.c.; sleigh shoe bolts, 7-16 in. dia. and larger, 50 p.c.; coach and lag screws, 70-10 p.c.; skein bolts, 65-5 p.c.; square head blank bolts, 50-7½ p.c.; bolt ends, 50-7½ p.c.; plow bolts, 55-5 p.c.; elevator bolts, 55 p.c.; fancy head bolts, 45 p.c.; shaft bolts ($3 list), 45 p.c.; step bolts, large head, ($3 list), 45 p.c.; whiffletree bolts, 45 p.c.; nuts, square, 3¾ off list; nuts, hexagon, 4¼ off list.

NAILS ON THE ADVANCE.—Wire nails have been increased 10c to a basis of $2.70. This is probably traceable to the recent action of American steel producers in cancelling Canadian prices.

GALVANIZED WIRE HIGHER. — Higher prices are also in force on galvanized wide, an increase of 10c being announced. The prices on this new basis are:

No. 9, coil spring, $3.35; No. 9, plain galv., $3.30; No. 12, plain galv., $345; No. 13, plain galv., $3.55.

BLACK SHEETS ADVANCE FURTHER. — Black sheets are rising rapidly in value since the action of the United States Steel Products Company in suspending Canadian business. The following schedule covers substantial advances and provides a considerable range of prices between different firms:

10 gauge, $3-$3; 12 gauge, $3.05-$3; 14 gauge, $2.85-$2.85; 16 gauge, $2.85-$2.85; 18-20 gauge, $3-$285; 22-24 gauge, $3.10-$2.85; 26 gauge, $3.15-$2.95; 28 gauge, $3.30-$3.

GALVANIZED SHEETS HIGHER.—With the rising market for spelter and the expected shortage of steel plates, if the American supply is cut off, the outlook is that galvanized sheets may go to unheard of prices. Already the upward movement has started. Some wholesalers have advanced prices and others will do so shortly as manufacturers have raised their basis 15c. The following new schedule of prices for Gorbal's Best indicates a change as regards certain gauges, the 16 to 20 gauge and the 20 to 24 gauge having formerly been in two groups:

16 gauge, 4.50; 18-20 gauge, $4.70; 22 gauge, $4.95; 24 gauge, $5; 26 gauge, $5.80; 28 gauge, $6.10.

THE PIPE ADVANCE.—In addition to the advances on the butt-weld black wrought iron pipe referred to last week, the quotations have also been adjusted on the lapweld list. New quotations follow:

2 in., $11.84; 2½ in., $16.97; 3 in., $22.19; 3½ in., $26.68; 4 in., $31.61; 4½ in., $39.37; 5 in., $45.88; 6 in., $59.52; 7 in., $80.92; 8 in. x 25 lbs. per ft., $85; 8 in. x 28 lbs. per ft., $97.92; 9 in., $117.30; 10 in. x 32 lbs. per ft., $108.80; 10 in. x 40 lbs. per ft., $140.08.

WOOD SCREWS FIRM.—Screws have been very firm for some time, not having been advanced with the markets for raw materials, and it is confidently predicted that there will be higher prices before long. In connection with the sizes of screws called for in the manufacture of ammunition boxes, there are prospects of another shortage as a result of the new munitions orders recently placed.

ADVANCE IN HINGES AND BUTTS.—A further advance has been made on hinges, the Montreal discount having been reduced from 40 per cent. to 37½ per cent. on the heavy tee and strap, and from 67½ per cent. to 65 per cent. on the light and tee and strap. There has also been an increase on wrought butts which are now quoted as follows: No. 804 and No. 840, 65 and 10 per cent. off; No. 800 and No. 835, 67½ per cent. off; No. 802, 60 per cent. off; No. 814 and No. 810, 62½ per cent. off; No. 820 and No. 910, 60 per cent. off.

BRASS PRODUCTS TO ADVANCE.—Although the actual advances on brass products are not yet in effect, the condition of the market indicates that they cannot be much longer delayed, and the indications are that they will be important. Prices continue as follows for the present:

Springs, sheets, up to 20 gauge	$0.45
Rods, base ½ to 1 in. round	0.42
Tubing, seamless base	0.42
Tubing, iron pipe size, 1 in. base	0.45

COPPER LINES ALSO.—Copper products may be expected to follow the example of brass and also go to higher levels, and that in the very near future. Present quotations are very strong:

Bars, ½ to 2 in., $30.50; plain sheets, 14 oz., 14 x 28 in., 14 x 60 in., $31.25; copper sheet, tinned, 14 x 60, 14 oz., $34.75; copper sheet, planished, 14 x 60 base, $41.25; braziers' in sheets, 6 x 5 base, $30.50.

LEAD PRODUCTS FIRM.—With the further advance in lead all lead products are on a very firm basis and advances are to be expected if the market continues in its present attitude. Present quotations are strong:

Lead pipe, $0.09½; lead waste pipe, $0.10½; sheets, 3-lb. sq. ft., $8.25; sheets, 3½-lb. sq. ft., $8.00; sheets, 4 to 6 lbs. sq. ft., $7.75; cut sheets, ½c per lb. extra; cut sheets to size, ¾c per lb. extra.

TINNED IRON TO ADVANCE.—In the upward movement of steel and iron products in which black sheets are playing a prominent part, it may be expected that tinned iron will follow as soon as an opportunity is given for a full adjustment of prices.

BOILER TUBES GOING UP.—The prediction several times made in these columns comes to the effect that boiler tubes are to be advanced promises to be fulfilled in the next week. Present quotations are strong, as follows:

100 feet, ½ in., $10.45; 100 feet, 2 in., $9.60; 100 feet, 2½ in., $12.25; 100 feet, 3 in., $13.30; 100 feet, 3½ in., $15.55; 100 feet, 4 in., $19.80.

OLD MATERIALS RISING.—With the advancing metal markets there have been many readjustments in the prices paid for old materials Following are quotations in this market for the time being:

Tea lead, pack, 44c lb.; tea lead, chest, 44c lb.; lead (heavy) pipe, etc., 54c lb.; brass, heavy, 11c lb.; brass, light, 12½c lb.; zinc, heavy, 12½c lb.; copper, heavy, 15¼c lb.; old cast iron, $12 per ton; wrought iron, No. 1, $10 per ton; wrought iron, No. 2, $8 per ton; stove plate, $8.50 per ton; mach. compos., No. 1, 12c lb.; compos. turnings, No. 1, 10¼c lb.

NEW DISCOUNTS ON BOLTS AND NUTS

The following discounts are now in effect:

Carriage bolts ($1 list), ⅜ in. dia. and smaller	60	10 %
Carriage bolts ($1 list) 7-16 in. dia. and larger		50 %
Machine bolts, ⅜ in. dia. and smaller		65 %
Machine bolts, 7-16 in. dia. and larger	50	7½%
Sleigh shoe bolts, ⅜ in. dia. and smaller		55 %
Sleigh shoe bolts, 7-16 in. dia. and larger		50 %
Coach and lag screws		70 %
Skein bolts	65	5 %
Square head blank bolts	50	7½%
Bolt ends	50	7½%
Plow bolts		55 %
Elevator bolts		55 %
Fancy head bolts		45 %
Shaft bolts ($3 list)		45 %
Step bolts, large head ($3 list)		45 %
Whiffletree bolts		45 %
Nuts, square		3¾c off list
Nuts, hexagon		4¼c off list

Terms: 2% off 30 days from date of shipment.

BOILER PLATES ADVANCING.—There is a strong market for boiler plates in view of the rising cost of raw materials and a slight advance has already been made of 5c on heads. Higher quotations on plates are to be looked for. Present prices are:

Plates, 1¼ to ¼ inch, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 in., $2.60.

ZINC GOES HIGHER.—There is a rising market for zinc sheet in sympathy with the general movement in the metals. Montreal prices have been advanced to a basis of 22c for casks and 22½c for part casks and the outlook is that prices may go higher if there is no change in the situation in primary markets.

OAKUM IS HIGHER.—The price of oakum continues to advance. Some of the local wholesalers have made another increase in their quotations to the extent of ¼c a pound.

DEMAND FOR SMALL SHELLS.—A feature of the ammunition business recently has been an increased demand for small metallic shells of the sizes used for target practice. There has been a falling off recently in the demand for shells for both shot guns and big-game rifles. Altogether the season has been a normal one on the shot shells, but rather slack on the large metallics.

CASTOR OIL ADVANCES.—An increase in the price of castor oil of 1c a pound has been made by some of the local wholesale houses. The price is now about 16c.

SEASONABLE LINES.—There is a fair movement of seasonable lines to country districts, but the city business is dull and it is hoped that the arrival of winter will have the effect of causing more interest in cold weather lines. In respect to spring goods it is noted that there is a good booking business being done in fencing and poultry netting and little inquiry for lawn goods or hose. This would indicate that there is still a strong favoritism being shown for staples.

A PUZZLE IN COPPER.—It was stated last week in connection with the increase of the discount on copperware that it came as a surprise and found no explanation in the market for raw materials. There has been no explanation since; in fact during the week the copper market has continued its upward trend. The suggestion has been made that an effort to encourage a demand for really useful Christmas gifts may be the reason.

GOOD FURNACE BUSINESS.—Although the demand for stoves and furnaces has slackened somewhat, reports are to the effect that business throughout the season compares very favorably with a year ago and this is particularly so with regard to the demand for furnaces in the country districts.

TORONTO

TORONTO, Ont., Nov. 18. — The general industrial situation is gradually improving which is having a corresponding beneficial effect on the hardware trade, Although cautious buying is the general rule, the volume of trade is increasing as stocks are getting low and dealers are obliged to buy. The upward tendency of prices of many hardware lines will induce dealers to cover for their requirements at current prices, especially as regards staple lines. Money is circulating more freely and there is a more optimistic spirit in the trade. A spell of cool weather will stimulate buying of seasonable goods.

MANY PRICE CHANGES.—A large number of price changes have again to be noted. Prices of many lines have a higher tendency, particularly iron and steel products which continue to advance. On this account the market is very unsettled and will, no doubt, continue in this condition until the steel market becomes more stable. The metal market is also more active and is, of course, affecting many hardware lines. Conditions are such that in some products, notably galvanized wire, makers are unable to name a firm market price and have been obliged to withdraw prices until further notice. Another advance in wire nails predicted by Hardware and Metal has been made and indications point to still higher prices. Bolts and nuts have advanced as have also hinges. Other products affected include bale ties, hay wire, smooth and fine steel wire, standard shot. In the metal market practically all metals have advanced due to conditions in the primary markets rather than locally. An advance in boiler plates is expected very shortly.

STEEL INDUSTRY BUSY.—Firms engaged in making shells are very busy and the shell industry in all its branches is exceedingly active. It is understood that some orders for 6-in. shells have already been placed and that the contracts for the 8-in. and 9.2-in. shells, although not actually signed up are practically assured to certain firms. No official announcement is likely to be made as to the names of the successful tenderers or size of order notwithstanding reports to the contrary. This is the wish of the British War Office which has notified the Shell Committee to this effect.

IRON AND STEEL.—The recent announcement issued by the United States Steel Corporation is of considerable importance to Canadian steel plants. The Corporation in addition to withdrawing prices to the Canadian trade, have decided not to solicit business in this market until conditions become more normal. This order will affect principally bars and billets, etc., for which there is such a heavy demand, and not tubes or pipe or steel for track work. This action of the Corporation does not mean that they will refuse business providing delivery is no object or that orders already booked will not be filled. It is simply a question of delivery. The demand is so far ahead of production that the output of the mills is booked up for several months in advance. Under these conditions and with unfilled tonnage increasing each month prices can't be fixed so far ahead and no promise can be made to consumers when they are likely to get delivery. The situation thus revealed is unprecedented and while not being particularly serious at present may become so, as the demand for steel for munitions continues to increase and present contracts run out. The market is naturally upset and the outlook is uncertain.

OPERATING TO CAPACITY.—Canadian steel companies, although operating on capacity, are falling behind in meeting the demand and higher prices for steel products are inevitable. The prosperity of the steel industry is assured for some time to come and plants will have to be extended to take care of the demand.

It is announced that the Nova Scotia Steel Co. will build an open hearth furnace having a capacity of 200 tons per day. The same concern will instal new presses for forging 8-in, 9.2-in. and 12-in. shells.

Prices continue in an upward direction. Canadian mills are now quoting bars at 2.50c base and reinforcing bars 2.35c base Toronto, plus extra for twisting. Steel bars are 2.50c and small shapes 2.75 f.o.b. Toronto warehouse. Pittsburgh bars, plates and shapes for Canadian consumption are quoted at 1.60c, but this figure is practically nominal as no orders are being booked. Seamless boiler tubes have advanced again but lap-welded are unchanged for the present. Higher prices on tubes are expected. Boiler plates are very firm and an advance in price may be made next month.

Inthe States prices continue to advance and this has led to no effect in curtailing the demand which is heavier than at any other stage in this present movement. The unfilled tonnage of the United States Steel Corporation for October shows an increase of over 847,000 tons over September. This record shows the development which is taking place in that market. The heavy demand for billets continues and prices are very firm. Wire rods are higher at $35 f.o.b. Pittsburg.

TOOL STEEL.—Prices of high-speed tool steel continue to advance and the situation shows no improvement. The scarcity of tungsten has assumed serious proportions and the supplies, although increasing are not sufficient to meet the demand. As this alloy to a large extent determines the price, quality and quantity of high-speed steel it is thus apparent that while even tungsten keeps at the present high level, high-speed tool steel will also be high in price. The situation is further aggravated by the exceptionally heavy demand, which is at least five times that of normal.

PIG IRON.—The heavy demand for steelmaking pig iron continues but foundry grades are quieter. Prices are firm but unchanged.

OLD MATERIAL.—The market is considerably firmer and quotations higher for some metals. Copper is very strong and prices have advanced throughout the list. No. 1 machine composition and No. 1 composition turnings have advanced about 25c per 100 pounds, while No. 1 wrought iron and heavy melting steel are also higher. Prices of scrap lead are higher and scrap zinc has also advanced. Complete prices are given in the current market quotations. Business is improving but the higher prices are due more to the general buoyancy in the market and improved tone.

MACHINE TOOLS.—The placing of the orders for the large calibre shells is resulting in increased activity in the machine tool market. Quite a number of orders for tools, principally lathes, have already been placed and others are pending. Deliveries are better on the large-size lathes than on the smaller tools. Second-hand tools suitable for shell work are getting scarce and are not so easy to get hold of. Prices on all tools have advanced considerably. A feature of the present situation has been the development of the single-purpose lathe for which there is a big demand. Special tools for making shells have also been put on the market with exceptionally satisfactory results.

METALS.—The market has revived and is more active. Prices of practically all metals have advanced, tin showing the greatest strength. The sharp advance of tin is owing to a belief that the Suez Canal is closed and also on account of submarine activity in the Mediterranean. It is likely that shipments of tin will be interfered with on this account. Copper has advanced and there is a better feeling in the market. Spelter, lead and antimony are all higher and the market is strong, while aluminum is higher and quotations nominal.

TIN.—Both London and New York markets are excited, buyers being anxious to cover their requirements due to the report that the Suez Canal had been closed. If such is the case there will be a delay in getting supplies while there is also a chance of shipments being lost in the Mediterranean on account of submarines. This scare, together with a spot scarcity, has unsettled the market. Tin has advanced 8 cents locally and is now quoted at 46 to 48 cents per pound.

COPPER.—There is a better feeling growing in the market and the London market is stronger. There is no special improvement noted in the demand from consumers but producers are confident that they must be heavy buyers soon. Copper has advanced 1c and is quoted at 21c per pound.

SPELTER.—The market is firm and higher. A corner in spot spelter has developed in London and quotations have advanced. Spelter has advanced 2c locally and is quoted at 20c per pound.

LEAD.—There is a shortage of supplies of spot and early delivery in London and the market has advanced. The market is strong in New York and the Trust price is slightly higher at 5.20c which may be advanced further. Locally lead has advanced ½c and is quoted at 7c per pound.

ANTIMONY.—The market is firm and there are indications of a scarcity in spot antimony developing if the demand for prompt metal continues as good as it has been during the week. Antimony is unchanged and is quoted at 40c per pound.

ALUMINUM. The situation does not improve and supplies are very difficult to obtain. Quotations have advanced 5c and are nominal at 65c per pound.

SOLDERS.—The strength in the tin market has affected solders, prices being now 2c to 3c higher. Acme is quoted at 23c; commercial, 24c; Easy, 24c; Star Extra, 25¾c, and strictly, 26c per pound.

BOILER TUBES AGAIN ADVANCE.—Quotations on boiler tubes, particularly seamless, are very strong due to the heavy demand for steel. Seamless tubes have advanced but lap-welded are unchanged for the present. The following are the new prices on seamless tubes:

Size	Seamless	Lapwelded
1 in.	$14.25	.....
1¼ in.	15.00	.....
1½ in.	15.00	.....
1¾ in.	15.00	.....
2 in.	15.00	9.25
2¼ in.	16.50	10.50
2½ in.	17.50	11.50
3 in.	25.00	12.25
3½ in.	28.00	14.50
4 in.	33.00	18.50

Prices per 100 feet, Montreal and Toronto.

SHEETS.—Galvanized sheets are very firm with fair demand, English brands are practically off the market. The differentials between the gauges continue upset by the abnormal spelter situation and while the consumer may secure heavy gauges at comparatively low prices, he must pay higher prices for light gauges. Acid is becoming scarce and high in price, which, together with spelter and black sheets becoming more costly, galvanized sheets will no doubt advance.

WIRE PRODUCTS.—Prices on galvanized, barb and coil spring wire have been withdrawn owing to the unsettled condition of the market erally. Quotations are now only made on application and for immediate acceptance. Other lines of wire are now being quoted at higher prices. Smooth steel wire No. 0-9 gauge is now $2.75 base with the usual extras, representing an advance of 15c. The new discount on fine steel wire is 20 per cent. against 25 per cent.

BALE TIES HIGHER.—An advance of 15c per 100 lb. is announced for wire bale ties. The new prices are as follows:

Single Loop—	Per cwt.
No. 12	$3.25
No. 13	3.45
No. 13½	3.35
No. 14	3.60
No. 15	3.80

HAY WIRE ADVANCES.—Higher prices are announced for annealed cut hay baling wire. The new prices represent an advance of 10c and are as follows:

No. 9	$4.00
No. 10	4.05
No. 11	4.15
No. 12 and 13	4.25
No. 13½	4.05
No. 14	4.50
No. 15	4.75

BOLTS AND NUTS ADVANCE.—An advance in bolts and nuts was announced in these columns a few weeks ago. Owing to the increased cost of raw material another advance has been made effective on No. 12. The new discounts are as follows, applying to the standard lists.

Carriage bolts ($1 list) ⅜ in. dia. and smaller, 60, 10 per cent.; carriage bolts ($1 list) 7-16 in. dia. and larger, 50 per cent.; machine bolts, ⅜ in. dia. and smaller, 65 per cent.; machine bolts, 7-16 in. dia. and larger, 50, 7½ per cent.; sleigh shoe bolts, ⅜ in. dia. and smaller 55 per cent.; slight shoe bolts, 7-16 in. dia. and larger, 50 per cent.; coach and lag screws, 70 per cent.; skein bolts, 65, 5 per cent.; square head blank bolts, 50, 7½ per cent.; bolt ends, 50, 7½ per cent.; Plow bolts, 55 per cent.; elevator bolts, 55 per cent.; fancy head bolts, 45 per cent.; shaft bots ($3 list), 45 per cent.; step bolts, large head ($3 list), 45 per cent.; whiffletree bolts, 45 per cent.; nuts, square, 3¾c of list; nuts, hexagon, 4¼c off list. Terms: 2 per cent. off 30 days from date of shipment.

HINGES, NEW DISCOUNT.—Tee and strap hinges have advanced again this week and the new discounts are as follows: Heavy tee and strap hinges, 37½ per cent. and light tee and strap hinges, 65 per cent.

AMMUNITION.—Prices of all grades of ammunition are very firm and in good demand. Standard shot has advanced and is now quoted at $10 per 100 lbs. The corrected discounts on Remington U. M. C. loaded paper shot-shells are as follows: New Club, 15 p.c.; Nitro Club and Remington, 20-5 p.c.; Arrow, 25-10 p.c.

HOUSEHOLD UTENSILS.—Prices are unchanged but very firm. The increasing cost of raw materials must eventually result in higher prices for all wares. Copper, tin and spelter all have an upward tendency while steel in any form is advancing. There is a good demand for wares from the country trade but only fair in the city. The possibility of higher prices should stimulate business.

ROPE.—The situation is unchanged and prices are very firm with a higher tendency. The increasing cost of raw materials particularly sisal, and high ocean freight rates can hardly help but put rope up to higher levels.

STOVES.—Ranges and cook stoves are moving out well and heaters are in rather better demand. It is expected that the cooler weather will stimulate business.

SEASONABLE LINES. — Skates, hockey sticks, cutlery and sporting and Christmas goods generally are beginning to move more freely and cooler weather will stimulate business considerably.

SHAFTING.—Higher prices for cold drawn steel shafting have been announced. The new discounts are as follows: At mill, 30 p.c.; at warehouse, 20 p.c.

WIRE NAILS ADVANCE.—Wire nails have advanced 10c and are now quoted at $2.65 per keg. This is the second advance within a few weeks and in these columns last week it was anticipated. It is believed in the trade that the price will go up still further owing to the increased cost of wire rods. Cut nails are unchanged at $2.75.

SCREWS.—Prices are very firm and an advance in the near future is anticipated. There is a brisk demand for special sizes for ammunition boxes.

LONDON

LONDON, Ont., Nov. 18.—Many important price changes have taken place during the past week and are recorded in this report. Business is fairly good and the recent cold weather has stimulated the demand for stoves, horse-blankets, snow shovels, etc.

LINSEED OIL ADVANCES.—An advance of 4 cents per gallon has taken place in the price of linseed oil, and quotations are now as follows: Raw linseed, 1 to 2 bbls., 85c per gal.; 3 to 5 bbls., 84c per gal.; 6 to 9 bbls., 82c per gal. Boiled linseed oil, 1 to 2 bbls., 88c per gal.; 3 to 5 bbls., 87c per gal.; 6 to 9 bbls., 85c per gal.

TURPENTINE.—No change has taken place this week in the price of turpentine which remains as follows: 1 bbl. lots, 85c per Imp gal.; 2 to 4 bbls., 84c per Imp. gal.; 5-gal. lots, 92c per Imp. gal.

WIRE NAILS.—At the time of writing wire nails are quoted at $2.55 base, but higher prices are expected in the near future. Cut nails remain at $2.70 base.

FENCE WIRE HIGHER.—New prices are out on fence wire. Barb wire has been reduced 5 cents per 100 lbs., and is quoted at $3.30 per 100 lbs. Other lines are up 5c per 100 lbs., and are quoted as follows: No. 9 galv., $3 per 100 lbs.; No. 12, galv., $3.15 per 100 lbs.; No. 13, $3.25 per 100 lbs.; No. 9, coil spring, $3.05 per 100 lbs. O & A wire remains unchanged at former prices.

TARRED FELT HIGHER.—Tarred felt has advanced and is now quoted at $2.45 per 100 lbs.; carpet felt is now quoted at $2.75 per 100 lbs.

STEEL JACK CHAIN.—Steel jack chain has moved upward and is now quoted at 35 per cent. discount, instead of 50 per cent. as formerly. Brass jack chain is quoted at 20 per cent. discount.

STEEL BUTTS ADVANCE. — New and higher prices are now out in steel butts, and the discounts are as follows:

No. 804, loose pin, 65-10 p.c.; No. 840, narrow, 65-10 p.c.; No. 800, nar, riveted, 67½ p.c.; No. 838, light, 67½ p.c.; No. 810, table butts, 62½ p.c.; No. 814, back flaps, 62½ p.c.

T. AND STRAP HINGES.—Heavy tee and strap hinges are now quoted at 37½ per cent. Net prices are as follows:

Heavy tee: 4 in., $1 doz. pair; 5 in., $1.16 doz. pr.; 6 in., $1.19 doz. pr.; 8 in., $1.60 doz. pr.; 10 in., $2.63 doz. pr.; 12 in., $4.32 doz. pr.; 14 in., $4.63 doz. pr.

Heavy strap: 4 in., $1.19 doz. pr.; 5 in., $1.44 doz. pr.; 6 in., $1.57 doz. pr.; 8 in., $2.13 doz. pr.; 10 in., $3.75 doz pr; 12 in., $4.66 doz. pr.; 14 in., $5.32 doz. pr.

BOLTS AND NUTS ADVANCE.—New discounts are now out on bolts and nuts and are shown in panel on second page of market reports.

OTHER ADVANCES.—Bar iron has advanced to $2.40 base; brass butts are now 25 per cent. off list; screen wire is now quoted in 100-ft. rolls at $1.70 per 100 sq. ft.; 50-ft. rolls at $1.75 per 100 sq. ft.; store boards have advanced 5 per cent.

WINNIPEG

WINNIPEG, Nov. 18, 1915.—Business during the past week has been very good and jobbers generally are enjoying a splendid increase in business over the corresponding period of last year.

Winnipeg has enjoyed quite a heavy snowfall, and the cold weather prevailing throughout the West has created a demand for all seasonable lines. Prominent among these are carriage heaters and carriage heater coal, booked orders for which are being shipped and new orders being placed. It is estimated that it will take the greater percentage of the winter for the farmers to haul their grain to the elevators, and this should mean that a big sale will be created for this particular line.

The demand for horse-blankets has also been exceptionally good, and jobbers are experiencing a little difficulty in getting deliveries from the factories.

GOODS MOVING FREELY.—Other seasonable lines which are moving freely are sleighs skates, hockey sticks, curling stones and brooms and sleigh-bells. All booked orders which have been on file are now shipped, and there have already been some repeat orders. This would seem to indicate that the farmers are spending their money quite freely, and we think it would be advisable for the merchants to take advantage of this feature.

Let us emphasize again the importance of a hardware store as a place for practical Xmas gifts. This is perhaps true in the Western Provinces more than any place else, as a great percentage of towns have no jewelry store and it is to the hardwareman that the consumer looks for his useful Xmas gifts. Orders for Xmas cutlery are being shipped, but owing to the war the source of supply has become limited in many lines, and it is to everyone's advantage to order early.

PRICE CHANGES.—The past week has seen a few changes in prices and note is made of same herewith. As mentioned last week in connection with linseed oil, further advances have taken place, and to-day's price is 8c per gallon over last week's quotation. Raw, per gal., 83c; boiled, per gal., 86c.

These prices are for barrels. Less amounts 5c per gallon extra, with additional charges for cans, etc.

TIN PLATES ADVANCE.—Tin plates have also advanced, and we include a list showing just what the ruling prices are to-day: 20 x 28 I.C., $11 per box; 20 x 28 I.X., $13.25 per box.

TURPENTINE ADVANCES.—Turpentine in sympathy with linseed oil market has also increased 5c per gallon, and to-day's price is 86c in bbl. lots with an extra 5c per gallon for a less quantity. Per gal., barrel lots, 76c.

SPRING BOOKING LINES.—Poultry netting staples prices for next year have been made, and are as follows: In 10-lb. boxes, .06¾c per lb.; in 50-lb. boxes, .05¾c per lb.; in 100-lb. kegs, .05¾c per lb.

EDMONTON

EDMONTON, Nov. 17, 1915.—The weather conditions which have prevailed here for the past week have given an impetus to business in cold weather requirements especially. Frost, followed by a fall of snow, has made an ideal bed for sleighing, with the usual demand for bells, horse-blankets, sleds, etc. Heaters with the accompanying accessories are moving freely, although there has not been such a brisk demand for them as in former years. Farmers are now enabled to move their lumber, cordwood and wheat freely, returning to their homes laden with the winter necessities.

Shipments of sleds were late in arriving in the West this year but jobbers are well prepared for the season's demands. There is a good variety of sleds of all kinds and fairly heavy stocks. Last winter it will be remembered that there was a shortage of sleds, while there was a heavy fall of snow, and retailers were sold out early in the season and no more could be supplied by the wholesale houses. This season the kiddies will be well looked after in this respect.

Toys are finding a more prominent position in the hardware and general stores and some attention is now being given to the displays. Stocks carried over from last year have been supplemented with articles made principally

Preparations are now complete at the various skating rinks for the winter sports. Additions and alterations have been made where necessary in order to make things more comfortable for curlers, skaters and onlookers. This has been followed by some demand for skates, hockey stocks, pucks and the various other articles of a like nature. The colder weather has also brought many customers for lanterns, weather strip, storm door latches, hinges and hangers. The few hands employed in the tinshops are kept busy turning out stove pipes and have been working overtime in many cases to fill orders promptly.

MAKING SHOW CARDS DOUBLY ATTRACTIVE

(Continued from page 31.)

for this work. A heavy wide pointed pen would have done the work almost as well. The scroll work, a pale shade of grey, was done with the brush used for lettering.

In preparing the "Moore House Color" card, an illustration from an advertisement on page 11 of the Nov. 13 issue of Hardware and Metal was used.

The layout of this card is somewhat similar to that of the "fence" card. The lettering on this card was made with a No. 6 brush. It is single stroke work. The shading, a pale grey shade, was put on with the same brush. Pale green, or gold could also be used with good effect for shadow work.

This card like the "fence" card measured 10 x 14 inches.

The illustration used in preparing the "garage hardware" showcard, appeared in an advertisement on the inside front cover of the November 6 issue of Hardware and Metal. The card measured 22 x 14 inches, and would help to attract attention to a display of garage hardware. The first two lines of lettering were made with a broad-pointed pen. The words "Stanley Hardware" were made with a No. 6 red sable writer brush. The form of letter used, is known as Roman, but to make it more attractive I have made some changes in a few of the letters. Note how the letter "S" is slanted, and also how the tail of the "Y" forms part of the letter "H."

These changes have been made to make the lettering more attractive. The layout of this card is simple, yet effective. The ruling in black, was made with a small brush. A pen could be used if desired. To obtain the best effect the rulings should be parallel.

The fact should not be overlooked that cards such as the ones shown here, can be used at almost any time. While they will help to attract attention when used with displays of the goods featured on the cards, it should also be remembered that they could be used along with any display, simply as reminders that the goods featured, are carried in stock.

SEND IN YOUR RAZORS.

Razors for the troops are urgently needed now. A shipment will be made in a few days. The troops need them badly. Will you kindly forward without delay all the razors you have collected to Thos. B. Lee, 30 Front St. E., Toronto. Any number from one to one thousand will be gratefully received.

FROM TRUCK BOY TO PRESIDENT

(Continued from page 37.)

president of the company, then scores of others, and finally the president himself.

Gradually the jobs ahead that he studied grew more and more important. While he acted as general superintendent of works, he was studying the sales end of the business. Quite naturally he grew up to be general manager.

The next job ahead was a vice-presidency. So he studied what a vice-president in the Yale organization needed to know. Quite naturally again he grew up to be a vice-president.

There was only one other job to study. He prepared himself for it. He and the president, Henry R. Towne, became close friends. Then Mr. Towne decided to retire. Was it not quite natural that Allen should get the presidency—after twenty-three years on the Yale payroll, always studying the job ahead, and doing his own thoroughly?

TRADE REACTION AFTER WAR

The ninth general meeting of the American Iron and Steel Institute was held at Cleveland, Ohio, recently. Between 400 and 500 of the nation's leaders in the steel business were in attendance. A number of papers were read by well-known steel men on commercial and technical subjects connected with the iron and steel industry. Elbert H. Gary, chairman of the board of directors of the United States Steel Corporation, addressed the meeting, and stated that he expected a trade reaction after the war. Discussing business conditions in the United States, Mr. Gary said that the men engaged in the iron and steel trade had reason to be thankful for the present prosperity, but added that he did not agree with the statements which have been made that at the close of the war a prolonged continuance of great prosperity may be expected. He intimated that steps must be taken for protection against the results of cheap labor and the impoverished conditions abroad which are inevitable. He stated it was his belief that with wise administration and with co-operation from the State and national governments, the industries in the United States would be able to recover from the injurious effects of the wars more rapidly than those of any other country.

"The business men of this country," said Mr. Gary, "particularly those engaged in the iron and steel trade, have reason to be thankful for the present conditions, which are very prosperous. The furnaces and mills are generally operating to full capacity, and prices received for many, if not most, of the commodities produced are larger than

(Continued on page 44.)

WEEKLY PAINT DEPARTMENT

Selling Paint to a Difficult Customer

Paint Salesmen Floored by a Painter Who Wanted to Use Hand-Mixed Product—Some of the Arguments the Salesman Could Have Used

By HENRY LEWIS

A HARDWARE merchant at Toronto, Ont., recently, had considerable difficulty in making a sale of ready mixed paints.

A property owner, who owns a large number of houses had found it necessary to do a very considerable amount of decorating, owing to the fact that at the present time there are a great many vacant houses in Toronto, and tenants have an opportunity of forcing landlords to do a great deal more decorating than they have been accustomed to doing in recent years.

The property owner visited the hardware store, along with the painter who was to do the work. The property owner had an idea that he would like to see ready-mixed paints used for the work. The hardwareman recommended a well-known brand of ready-mixed paint, but the painter objected strongly. He said he would rather mix his own paint and he would know what he was using.

He claimed that he could mix better paint, than any paint that could be purchased in prepared form.

The hardware merchant did not come back with many of the arguments he might have used, with the result that the painter was told to go ahead and purchase what he needed. The property owner was relating his experience to a paint traveler a few days later, and the traveler passed the news on to the writer with a few hints regarding the arguments the merchant should have used.

There are still a few painters of the old school who object to the use of ready-mixed paints and it is a good plan to be ready for them when occasion demands it.

Ready-Mixed Product Popular

The ever-increasing popularity of good ready-mixed paints is gradually crowding out the old-time antagonistic attitude of many people towards the ready-mixed product. The retail salesman still meets a few of the old-timers, who say that they are afraid ready-mixed paints are made of water, benzine, etc., and other ingredients that were not used in the good old days when paint was mixed by hand.

In order to convert a non-user of prepared paint to the use of same a salesman must use many arguments and also be thoroughly convinced himself that he is doing the proper thing in advocating the use of the ready-mixed article.

Good Quality Paints

There are a large number of good quality paints on the market, in fact the life of a firm that does not put quality in the goods is usually a short one in this discriminating age. Progress in paint-making has been steady and scientific. There are still two kinds of paint being used, one mixed by hand, the other by machinery. One must be prepared and the other is ready for use.

That there are these two kinds of paint is due to the same progress that has given us two ways to make clothes, one with a hand needle and the other with a sewing machine; two ways to reap grain, one with a power reaper, cutting binding, and gathering, the other with a hand cradle such as our grandfathers used. The same rule applies to the mixing of cement or concrete, in the former days it was done by hand and to-day we have the powerful and efficient cement mixers.

It has been said paint-making was once an art, then a trick, and now a science.

The wear on paint in the days when hand-mixed paint held the upper hand was not as great as it is to-day. The wood was better in a great many cases. With conditions at that time much more favorable for the longevity of paint, the painters often had difficulty with the paint chalking when only lead and oil were used.

Products are Tested

Manufacturers' experts have studied the manufacture of paint on a scientific basis. They test their products on all kinds of lumber and other materials and in all kinds of climates. The leading paint-makers have also gone to considerable expense in securing competent chemists, well equipped laboratories, testing rooms and a great amount of testing apparatus that enable them to secure technical knowledge regarding their products whereby they can produce paint of the highest quality and efficiency.

If it were the desire of paint makers to work principally for profits rather than quality, they could readily do so by dispensing with much of their up-to-date equipment and resort to the methods and material of those who mixed their paints by hand.

Among the many points that may be urged in favor of prepared paints over the hand-mixed article is that the paint is ground finer and kneaded more thoroughly by modern machinery than can possibly be done by hand. One of the powerful grinding machines can grind more paint in one hour than a painter could do in several days, not to mention the thoroughness of the grinding done by the machine. The severe tests to which the raw materials and finished products are subjected by the manufacturers also ensure better results and better quality than can be produced by a painter who cannot base his work on these tests. It has been proven beyond a doubt that good ready-mixed, machine ground, paint will cover a much greater surface than the hand-mixed article and the covering will be much more even, thus ensuring longer wear; it will also spread more easily and is not as liable to leave brush marks as the old style paint.

Large Range of Colors

There is also a great advantage on account of one's being able to secure a large range of colors, and where a user runs short of a small amount of paint to finish a job, he is able to purchase a small can and feel reasonably sure that he is getting exactly the same color. This is impossible when using hand-mixed goods as there is great danger of the second or third mixing being a different color.

It is an easy matter for a customer to say that lead, oil and other materials will make good paint. This may be true to a certain extent, but there are very few people indeed outside of the large paint factories who know the exact proportions of these articles that should be used. Each color is studied by the experts employed by the manu-

Boeckh's "STEEL GRIP" *Shaving Brushes*

Give long and satisfactory wear, owing to the perfect construction and extra quality materials. They rub up a good lather without irritating the skin. **A ready seller for the Xmas Trade.**

They are guaranteed.

We also manufacture all kinds of HIGH-GRADE PAINTERS', HOUSEHOLD AND STABLE BRUSHES.

Made in Canada for Over 60 Years.

—the Bristles Can't Come Out

The Boeckh Bros. Company, Ltd.
TORONTO, CANADA

A Record-Breaking Advance in Paint Sales

is what you will consider the result of Selling

Jamieson's Pure Prepared Paints and Varnishes

Thousands of Dollars' increase in paint business is the **Reward** for selling a paint that gives all-round satisfaction to the user.

The Jamieson line of Paints and Varnishes has the quality that wins the endorsement of practical painters everywhere—it has the quality that makes them come back and back again for more—and the price is very reasonable.

GET THE EXCLUSIVE AGENCY OF YOUR VICINITY.

Write for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

facturer and ingredients suitable for that color are used in the making of it. The good pigment properly ground and mixed by the manufacturers up-to-date machinery gives a density to the paint that assures better covering qualities than hand-mixed paint and affords better protection to the surface.

There are a great many other points that may be brought out by the salesman such as convenience in re-ordering, re-sealing the cans if there is some of the paint left over, and also the guarantee of the paint manufacturers. Where hand-mixed paint is used, the party mixing the paint may use impure lead, oil, or other materials, not intentionally, but for the reason that they have no method of testing the quality of the goods.

DEFRAUDING CREDITORS

The Canadian Credit Men's Association has recently been very active in investigating supposed fraudulent transactions, and where the evidence warrants, bringing the offenders to justice.

The latest case comes from Calgary, and although the firm in question was not a hardware firm, the details of the case should prove interesting to all retailers.

Two members of a firm in Calgary, the insolvent debtors in question, were arrested at the instance of the Credit Men's Association, the charge being that they had removed goods from their store prior to making an assignment, with the object of defrauding their creditors to the extent, at any rate, of the goods removed. Wind of this transaction reached the manager of the association at Calgary, with the result that he engaged a private detective who almost on the first night of his vigil discovered traces of the supposed transaction. The members of the firm and one of their clerks were arrested and at the trial held in Calgary on the 2nd inst., the principals were sentenced to six months in the Lethbridge penitentiary and the clerk, having pleaded guilty on the 3rd, was sentenced to four months in the same institution. The goods removed by the defaulters in the meantime had been sold by them, but the association has recovered same—an amount of $2,900.

NEW HARDWARE GOODS

(Continued from page 36.)

light is a General Electric Co.'s Federal Mazda bulb.

The shape of the Watchlite suggests that the natural place to wear it is on one end of the watch chain. However, of course, if desired it could be carried as any other flashlight.

The idea of wearing it on one end of the watch chain suggests one of its convenient uses, that of telling the time in the dark, and in addition it can, of course, be used as any ordinary flashlight.

Intermittent contact is obtained by pressing the stem and releasing it; and permanent contact by pressing the stem and turning it either to the right or left.

Watchlites are packed one in a carton, one dozen cartons in a very attractive display box.

TRADE REACTION AFTER WAR

(Continued from page 41.)

they have been during the last few years and should result in profits.

"We are at peace with all the world, and it seems likely that the wise policy which has permitted this state of affairs will be continued. We sincerely hope and pray that the wars which are raging in Europe may soon be brought to a close and a basis reached for the prevention of prolonged wars in the future. Apparently we are to have a period of industrial peace in this country. Many of the antagonisms, which have hitherto been so hurtful and which have prevented natural business growth, have disappeared and legitimate business will, therefore, have opportunity to progress in accordance with its deserts.

"No doubt the sudden and marked improvement in conditions during the last six months is due, in a large measure, directly or indirectly, to the purchasing necessities growing out of the wars; but there are other reasons.

BICYCLES AND MOTORCYCLES

In their new 1916 catalogue, and also in a recent issue of "The Hammer," Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., announce a number of changes in their bicycle proposition, and also a number of changes in their motorcycle line.

PERSONAL

E. K. Spinney, the well-known hardware and iron merchant of Yarmouth, N.S., recently called at the Montreal office of Hardware and Metal. He was accompanied by Capt. Cann, of H. Cann & Sons, of the same place. Mr. Spinney reports that conditions are very fair in the country down by the "Sounding sea," and that the effects of the war were not felt to a very great extent at any time.

Traffic Department Opened

Retail Merchants' Association Has Expert to Analyze Freight Bills Sent in by Members—Fifty Per Cent. of Any Overcharge Goes Back to Merchant.

A NEW department has been opened by the Retail Merchants' Association of Canada at their head office in Toronto, which is proving a remunerative one for the members of the association. This is termed a "Traffic Department," and is in charge of J. W. Barrette who has had some 25 years' experience in the traffic departments of various railways.

Members of the association are urged to send in their freight bills no matter how old they are. The manager of the Traffic Department will go into them carefully to determine whether there are any overcharges or not. If an overcharge on a bill is found, the department collects it, retains 50 per cent. of the overcharge, and the other 50 per cent. goes back to the merchant. As these freight bills have in the majority of cases been filed away by the retailer, it is really found money to him if, upon investigation, it is found that the railway companies have made any overcharges and 50 per cent. of these come back to him. If the freight bills are found to be correct as made out, it costs him nothing as the service is given by the association to all its members.

Here is an example of how this works out: Recently a member secured four bags of vegetables, two of potatoes and two of turnips from an outside station. The weight of the four bags was 320 lbs., which at 50c per cwt. the freight was figured out by the railway company to be $1.60. When this matter was taken up by the traffic expert of the Retail Merchants' Association, and analyzed, the freight on the four bags of vegetables was determined as follows:

Two bags turnips—120 lbs. at 50c per cwt.	$ .70
Two bags potatoes—180 lbs. at 41c per cwt.	.74
Total	$1.44

Overcharge 16c.

The freight man knew there should be a lower rate on the potatoes than on the turnips and the rebate of 16c was secured. Recently on a shipment of coal the overcharge was found to be some $15 and overcharges are being found every day on other freight bills. The duties, too, of the manager of this department include the explaining to retailers how they can purchase their goods in order to save freight. For instance some things are better purchased in bags and others in cases, etc., in order to get the lowest possible freight rate.

The SAFE Abrasive

There's no danger of burning the temper out of tools if they're keen-edged on Cleveland Grindstones. They are SAFE TO SELL, for they don't burn your customer's temper, either!

Here are good stones—**the only Berea Grit**—guaranteed free from flint or soft spots—specially selected by our expert graders for your customers. We are the biggest grindstone producers in the world.

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered in any quantity by your jobber. Write for Trade Price List and copy of our famous book, "How to Keep Mail Orders at Home." Tell us your jobber's name.

The Cleveland Stone Co.

Leader-News Bldg., Cleveland, Ohio

OVAL Apple Picking Baskets

Half bush. and ¾ bush.

Prompt Shipment.

Order Now.

Walter Woods & Co.

Hamilton Winnipeg

A handsome floor deserves a handsome finish.

DON'T you often have customers ask your advice as to what to use on their floors? You can safely recommend

LIQUID GRANITE for FLOORS
Lasting Waterproof Varnish

This makes a handsome smooth lustre, that resists hard wear and is kept in perfect order by the occasional use of a floor map.

LUXEBERRY WHITE ENAMEL
Whitest White *Stays White*

This makes the finest white interior economical possible. Makes a full, permanent, snow-white finish that is durable and washable. We have a special varnish for every possible need.

Write for price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Incorporated
World's Largest Varnish Makers
Established 1856
Walkerville, Ontario

(175)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 19.—Any feeling of dissatisfaction in the paint trade that the recent reduction in prices on ready-mixed lines on the part of manufacturers was not more substantial is being dispelled—or should be dispelled—in the soaring prices for the principal raw materials. The present situation is not only one where lower prices can not be considered, but the makers have a very serious problem to solve if they are to avoid further advances—and this they are desirous of doing in order to not further discourage the demand. Since the basis for the present campaign was decided upon—and it was a strong basis then—there have been material advances in the cost of oil and turpentine; zinc has improved but little, if any, and the trend of the lead market indicates that there will be an immediate advance on lead in oil. No one can see far into the future while the uncertain war conditions prevail, but unless there is a market reaction in some of the important raw materials, lower prices on mixed lines are not to be looked for and advances are more than a possibility.

With the further strength in the market, retailers are taking a more confident attitude towards the future and have been booking much more freely for spring business. Orders are coming in better than a year ago, but there are two factors to be considered against a normal demand; on one hand there are prospects that consumption will continue somewhat below peace times and on the other the general uncertainty displayed in all business must be expected to have its effect on the policy of many dealers. As has been explained before, many retailers stocked up before the advance last spring and, therefore, are now paying high prices for the first time and they are reluctant about increasing the re-sale figure. However, with the market in its present state, there is only one business course to take and that is to put the price to the consumer up to what it should be to allow a full margin of profit and then depend on salesmanship to overcome the difficulty; higher prices are not likely to interfere seriously with the demand if retailer takes a firm stand and explains his position to the buyer.

LINSEED OIL HIGHER.—The upward movement in linseed oil continues and with the still higher prices the quotations in the trade have been coming closer together, although there is still yet a much wider spread than is good for all concerned. A new high price has been established at 84c for raw and 87c for boiled, and the firm submitting it claims that it is based upon the present position of the flax market. This represents an advance of 4c above the high quotation of last week and 5c for the firm making it. The low figure now submitted is 79c and 82c, which represents an advance of 6c in the week for one jobber, and the indications are that these figures will go higher almost immediately if the market holds. Other quotations are heard within the range and there appears to be considerable business being done around 82c and 85c for raw and boiled, respectively.

TURPENTINE AGAIN ADVANCES.—Material advances have also been made in the turpentine market. Whereas last week the bulk of the business was being done between 75c and 78c, practically all quotations are now between 80c and 84c, with the tendency towards the latter figure. Refiners are now quoting 80c and jobbers must allow a margin on this if buying at the market. At the same time one firm is still quoting 75c, but this is evidently a case where the price is based upon the cost price of stocks on hand and the recent developments in the market have not been taken into consideration and is, therefore, liable to immediate change.

WHITE LEAD TO ADVANCE.—The statement of last week that an advance in white lead in oil was warranted by the position of the "pig" has been strengthened by another increase of ¼c in the latter market. The raw material now shows an advance of 75c in the recent movement and any margin allowed when the declines were made some weeks ago has been wiped out. An immediate advance, probably before the end of the present week, and at any event by the end of the month, is assured unless there should be a sudden change in the market and that is not to be expected from the present indications. The price of lead is usually increased about 15c at this season, to allow for the adjustment in freight rates at the close of navigation, but the indications are that the advance is more likely to be 50c or 75c.

THE ZINC SITUATION.—Although there has recently been a slight movement in the zinc situation which has had some effect in temperin gthe market against the advances in other quarters, the position of that commodity continues on a high basis and, if anything, is yet above the level taken into consideration when fixing the quotations on ready-mixed for the present campaign.

GASOLINE IS STEADY.—Gasoline and benzine are steady on the recent advances and there is still a fair movement to the country districts prior to the close of navigation. Quotations are:

Gasoline, in wood	24c
Gasoline, in drums	21½c
Gasoline, tank wagon	20½c

Benzine 1c lower.

ALUMINUM PAINT HIGHER. — The action of the aluminum market during the past few months, during which it has advanced about three hundred per cent., has had the effect of increasing the cost of production of aluminum paint. Recently the changes have amounted to about $1.50, from $4 to $4.50.

DRY WHITE LEAD HIGHER.—Dry white lead has been directly affected by the market for pig lead and advances have been made from time to time on the upward movement of the past few weeks. The present market is around 9½c for casks and 9 7-8c for kegs.

PUTTY STILL ACTIVE.—The putty market continues its activity and the demand is very satisfactory, considering the slackness in the building trades. Some manufacturers have been behind in their orders for some weeks. The prices are very firm. There is little change in the glass situation and quotations are steady.

ADVANCE IN WHITE LEAD

Just as Hardware and Metal is going on the press, word has arrived that white lead in oil has advanced 60c per 100 pounds, and is quoted at advanced price for delivery up to May 1, 1916.

TORONTO

TORONTO, Ont., Nov. 18.—Business in the paint trade in the country has been good so far this month, but the city trade has been quiet. With the approach of cooler weather, business is expected to fall off and will be comparatively quiet for the next two months. Prices for most lines, particularly white lead, are very firm and some advances may be expected in the near future. Turpentine and linseed oil are both very firm at last week's advance. The glass situation is unchanged, but a revised list is under consideration which will be based on costs of American glass. Putty is in fair demand at unchanged prices, while whiting is not too plentiful and is being affected by the high ocean freight rates now prevailing. There has been no further change made in prices of ready-mixed paints, although it is quite possible that there will be. Gasoline and benzine are very firm and active. Collections are fair.

LINSEED OIL.—The rise in the price of flaxseed from $1.40 to $1.89 per bushel in six weeks has resulted in a sharp advance in linseed oil, which last week reached a high level of 85c-88c. These prices are also in effect this week, although 87c-89½c is also quoted, the former, however, being more general. The flax acreage was smaller this year and seed is coming forward slowly to the crushers, hence the high price. Stocks of oil are light locally and there is not much demand but there appears to be little chance of cheaper oil meantime. The following prices for linseed oil are generally being quoted in Toronto.

	Raw	Boiled
1 to 2 barrels	85c	88c per gal.
3 to 5 barrels	84c	87c per gal.
6 to 9 barrels	81c	85c per gal.

10 barrels and over, open.

TURPENTINE.—Turpentine has advanced at Savannah and if maintained it is possible that it may advance here in the near future. Producers claim that they did not make much profit in the early part of the year and are inclined to take advantage of the present situation. There is very little turpentine on hand in Toronto and the demand is light. The range of prices has narrowed down and although 82c has been heard of, 85c is more generally being quoted. The following prices are being quoted locally on turpentine: 1 barrel lots, 85c; 2 to 4 barrel lots, 84c, and 5-gal. lots, 92c per Imp. gallon.

WHITE LEAD.—The pig lead market is more active and prices higher; it is therefore very probable that white lead will be advanced. The market is certainly strong and the present schedule is not in line with the pig lead situation. The present price is $9.60 with 30c added for less than ton lots.

GASOLINE AND BENZINE.—Prices are very firm at the new schedule given last week. Gasoline is moving freely but a shortage of supplies has stiffened the market. Gasoline is quoted at 23½c and benzine at 23c per gallon in barrels.

RESIN AND GLUE.—Prices of resin are advancing on good demand, a large quantity being used in shrapnel shells. There is little demand for glue and the market is dull.

GLASS.—Stocks of glass are getting low, but the demand is comparatively light. A new list based on American prices is under consideration and the adjustment will be beneficial to the trade as some sizes are selling below cost.

PUTTY.—There is a fair demand for putty and prices are very firm. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure Putty, 60c per 100 lbs. advance.

Twenty Years Ago
In the Hardware Trade

The following items have been taken from the issue of Hardware & Metal of November 17, 1895.

C. M. Haldenby, of Sanderson, Pearcy & Co., Toronto, is on a hunting trip up north.

Editor's Note.—Mr. Haldenby is still associated with Sanderson, Pearcy & Co., Toronto.

* * *

W. H. Carrick, vice-president, Gurney Foundry Co., Toronto, has returned from Europe.

Editor's Note.—W. H. Carrick is now president and general manager of the Hamilton Stove and Heater Co, Hamilton, Ont.

Something to Sell! That Sells!

B-H
"ENGLISH" PAINT

THERE is great satisfaction in stocking a good article that not only enjoys a steady demand, but is well advertised in those mediums which your customers read regularly. Such an article is

B-H "ENGLISH" PAINT

ONE reason for the remarkably successful increase in the demand for this paint is on account of its containing such a large percentage, 70%, of BRANDRAM'S B. B. GENUINE WHITE LEAD, in all tints and white.

This important selling point is being set forth more fully and more clearly in our advertising to your customers this season.

If you want a live-wire paint proposition, let us give you full information about the B-H Agency.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb. 60
Pattern, lb. ....

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 40 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, day, 15½c; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5 p.c.; New Club, 15 p.c.; Arrow, 25 and 10 p.c.

Remington, U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5 p.c. from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $10; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul. No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal... 0 23 0 23
Drums, gal. ...... 0 20½ ....

BOLTS AND NUTS

Carriage Bolts ($1), list, ¾ in. dia. and smaller, 60 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 50 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50-7½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 55 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 p.c.
Coach and Lag Scraws, 70 p.c.
Skein Bolts, 65-5 p.c.
Square Head Blank Bolts, 50-7½ p.c.
Bolt Ends, 50 p.c.
Plow Bolts, 55 p.c.
Elevator Bolts, 55 p.c.
Fancy Head Bolts, 45 p.c.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 45 p.c.
Nuts, square, 3¾c off list.
Nuts, hexagon, 4¼c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 80, 7½ p.c.
Tire bolts, 75 p.c.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base ... 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz...... 6 50
Size 14x60 ins., doz...... 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 80
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.
Hands, delivery and creamery cans, 33 1-3%.
Cream cans, 33 1-3 and 10%; with dome top 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 17½%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1 000 ......23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz...... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.)...... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9· 5-16, $5.90; ⅜, $4.95; 7-16, $4.65; ½, $4.40; 9-16, $4.05; ⅝, $4.30; ¾, $4.15; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9.50 per 100 lbs.; ¼ in., $6.55 per 100 lbs.; 5-16 in., $5.20 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. ..... 34 75 ....
Copper sheet, planished, 14x60 base. 41 25 31 50
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

	Assoc.	Ind.
Ordinary, 52 sheets..	3 25	3 15
All bright, 52 sheets.	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60. ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ......$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 20
Baby Ben, each 2 20

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service

We Have

EVERYTHING IN METALS

Write for Catalogue "A"

We Have

EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S House Colors

"Mr. —— sells splendid paints at a reasonable price."

This is what customers invariably say about the hardware merchant who sells

Moore's House Colors

Stock up with the Moore line now and you'll soon enjoy this reputation and a steady flow of re-orders.

Write for proposition—
It's a very profitable one.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, Net, doz....... 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle.... 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60 per cent.

FIXTURES, STALL Doz.

Hollow 0 85
Pressed Steel 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 24
Drums 0 21½
Tank wagon 0 20½

Toronto.

Any quantity, in bbls...... 23½
Drums, 40-gal., per gal.... 21½
Tank wagon 20

GLUE

Dreadnought, 13½c lb.

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over 0 06½
Masons, 5 lbs. and over... 0 06½
Napping, up to 2 lbs...... 0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz....... 0 82
Axe, No. 1 hickory, doz.... 2 04
Axe, 2nd growth, doz. 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

[illegible]ry cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.... $7 50
R. W. No. 117 P.D. Hanger full set 2 75
R. W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith 9 00
Atlas, steel covered.. $5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 7 25
Crown 4 85
Crescent 7 25
Sovereign 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.
Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.....	$1 14	$0 96
5 in., doz. prs.....	1 38	1 11
6 in., doz. prs.....	1 50	1 14
8 in., doz. prs.....	2 04	1 53
10 in., doz. prs.....	3 60	2 52
12 in., doz. prs.....	4 51	4 14
14 in., doz. prs.....	5 10	4 54
Light.		
3 in., doz. prs.....	0 30	0 30
4 in., doz. prs.....	0 36	0 33
5 in., doz. prs.....	0 42	0 39
6 in., doz. prs.....	0 51	0 45
8 in., doz. prs.....	0 75	0 54
10 in., doz. prs.....	0 75	0 54
10 in., doz. prs.....	1 05	0 72
12 in., doz. prs.....	1 80	1 35
14 in., doz. prs.....	....	1 65

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs.. 5 25
Over 20 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 15%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.00; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft..... 0 11
Corrugated, ¾ in., ft..... 0 14½
Less 5% for full reels 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 20	2 40
Refined iron, per 100 lbs.	2 45	2 95
Horseshoe iron, per 100 lbs.	2 45	2 85
Norway iron	4 75	4 50
Mild steel	2 45	2 50
Sleigh shoe steel ...	2 45	2 60
Domestic	2 30	2 50
Reeled machinery steel	2 90	3 50
Tire steel	2 55	2 75
Toe calk steel	3 05	3 25
Mining cast steel, per lb.	0 07¾	0 09
High speed steel, per lb.	2 50	1 50
Cammell Laird, lb.		0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 09½
Silver tool steel, lb.	0 13½	0 15
Band steel		2 45
Spring steel		2 90

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05
Montreal, 40%; Toronto, 35%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25
72x30, 26 gauge, case lots. 10 75
Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain.. 5 00
Sad irons, common, plated. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy .... 28c ft.
Hercules .... 23c ft.
Decorator .... 18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each........$2 00
B.T. Standard .... 16c ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 55c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension).

20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.
18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz. 2 00

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Prism globes 1 20
Cold blast, short ruby..... 2 00
Cold blast, common ruby.. 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD

	Montreal	Toronto
Trail, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft..	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING)

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A ... 9 00
New Century, style B ... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, complete 16 00
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling ....Net 9 50
B.T. Bonnie, style A... " 4 25
B.T. Bonnie, style B... " 4 50
B.T. Ideal .... " 6 00
B.T. Ideal Water Motor " 12 00
B.T. Cyclone .... " 6 00
B.T. Cyclone Water Motor .... " 12 00
B.T. Vollmar, No. 2.... " 6 00
B.T. Vollmar, No. 3.... " 6 50

Ready-to-Ship Ready-to-Ship

BT

Pumps Pumps

Popular Pumps with the Trade

In the brief period of three years the BT Pump Line has become the leading pump line sold in Canada.

Three years ago we bought out the Wortman & Ward Pump business. We have more than doubled their annual sales since then. The BT PUMP Sales for our business year which has just closed, show an increase of 35% over last year's sales. This increase has been made in spite of the war, in spite of the poor crop in the West in 1914, in spite of the wet summer.

Our pump business has grown so much that we have had to make a large two-storey addition to the BT Plant at London, Ont., and to remodel the whole factory.

This shows how thoroughly the trade appreciates the prompt shipment which we guarantee.

Much of the increase has been due to the Ready-to-ship line. The trade has found this line the easiest to handle, and the inducement of better pumps at lower prices is a big one.

The sales for BT-Ready-to-ship Pumps form but a small part of our business.

Buy BT Pumps. They are the best.

BEATTY BROS., LIMITED

Fergus, Ont. **Winnipeg, Man.**

We also make BT Well and Cistern Pumps, BT Washers and Power Washers, BT Ladders, BT Water Bowls and Tanks, BT Hay Carriers, BT Oat Bowls and Feed Racks, BT Barn Door Track, BT Grain Grinders, BT Butter Workers, and Butter Boxes.

Be sure that you have the BT General Catalog No. 23.

BT

MALLETS

	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.65 base; Montreal, $2.70 base; London, $2.55 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	10 75
U.S. Navy (American)	10 00
New hemp (English)	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 13	0 13½
Royalite	0 13	0 14
Palacine	0 15½	0 16½
Castor Oil, per lb.	0 15½	0 15
Black Oil (Summer)	0 12½	0 12
Black Oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4c lb.
Tea lead, chest, 4c lb.
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 11c lb.
Brass, light, 9c lb.
Zinc, heavy, 12½c lb.
Copper, heavy, 15¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10 per ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12c lb.
Compos. turnings, No. 1, 10¼c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 35
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 10
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 28	$ 3 69
½ in.	2 80	4 46
¾ in.	3 22	5 16
1 in.	4 76	8 08
1¼ in.	6 44	10 95
1½ in.	7 70	13 06
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 31
3½ in.	25 76	43 70
4 in.	30 52	51 78

Lapweld

2 in.	$ 11 84	$ 19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in.x25 lbs. per ft	85 00	138 75
8 in.x28 lbs. per ft.	97 92	159 84
9 in.	117 30	194 48
10 in.x32 lbs. per ft.	108 80	177 60
10 in.x40 lbs. per ft.	140 08	228 66

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs.	2 60	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

	Doz.
O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned.
Iron burrs, 70 per cent.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

		Per roll
Tarred felt (7-10-16 oz.)		$2 40
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 15
3 ply R.R., complete in roll		1 35
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply		1 40
Compo certainteed, 2 ply		1 75
Compo certainteed, 3 ply		2 10
Liquid roofing cement, per gal, in barrels		0 18
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11¼
Single lath yarn basis	10¾
Double lath yarn	11¼
Hemp, deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE)

	Doz.
D Handle	$ 3 50
L Handle	3 50

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.

Wood, R. H., bright, 80, 10, 7½, 10 per cent.

O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge	3 00	3 00	2 60
12 gauge	3 05	3 00	2 65
14 gauge	2 95	2 85	2 65
16 gauge	2 85	2 85	2 45
18-20 gauge.	3 00	2 85	2 60
22-24 gauge.	3 10	2 85	2 65
26 gauge	3 15	2 95	2 70
28 gauge	3 30	3 00	2 85

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 35	5 15	....
18-20	....	....	4 70
22	....	....	4 95
22-24	5 45	5 30	....
24	....	....	5 00
26	5 70	5 45	5 80
28	5 95	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.50; U.S. No. 28, $5.25; U.S. No. 26, $5.00; 22 and 24-gauge, $4.70; 18 and 20-gauge, $4.40; 16-gauge, $4.20; 14-gauge, $4.00.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 80
16 gauge	4 55	4 00
18-20 gauge	4 75	4 20
22-24 gauge	4 85	4 30
26 gauge	4 95	4 50
28 gauge	5 45	4 80
10¾ ozs.	5 65	5 00

Add 25c for less than case lots

MARTIN-SENOUR
PAINTS AND VARNISHES

Made in Canada—Sold on Merit

Distinctive Quality and Service

Make Increased Turnover Double-Sure

You will sell to many more paint users if you procure Martin-Senour quality and exclusive agency. Martin-Senour products have a coast to coast reputation for appearance, service and value and they are backed by the **strongest kind of advertising** in newspapers, magazines, farm and religious journals, advertising that conveys our message of quality to practically every home in Canada consistently.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of interior and exterior displays, mailing campaigns, follow-up systems, and direct help of Salesmen.

Naturally if more people are attracted to your store to procure Martin-Senour products, increased sales in all your other lines may be also expected.

Satisfied customers are your best sales promoters.

Give the Martin-Senour exclusive agency plan a try-out and see how it increases the turnover of paints and varnishes.

May we lay our complete proposition before you?

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MARTIN-SENOUR SPIC and SPAN FINISHES

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	60	55 and 2½	45 p.c.
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools.	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c. per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 33 cents.

SOLDER, WIPING

Acme 0 23
Commercial 0 24
Easy 0 24
Star Extra 0 25¾
Strictly standard wiping. 0 26

SPELTER

See weekly report.

STAPLES

	Per cwt. Montreal	Toronto
Fence staples, galv., in kegs	3 85	3 85
Fence staples, galv., 25-lb. boxes......	4 10	4 10
Fence staples, bright, in kegs...	3 00	3 00
Fence staples, bright, in 25-lb. boxes	3 25	3 10
Poultry netting staples, 10-lb. boxes		5 65
Poultry netting staples, 25-lb. boxes		5 10
Poultry netting staples, 100-lb. boxes.............		4 85
Solid, 3 to 30 lbs., per cwt..		1 60

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules

No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cockc, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c

WARE, STAMPED

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ... 22 75
Garden, steel wheel, doz...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side....36 00

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE Copper wire, 40 p.c.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire. No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8: No. 25, $9; No. 26, $9.50; No. 27. $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.80; No. 4, $2.85; No. 15, $2.95.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.75 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE)

	Per cwt. Toronto	Montreal
Barb	3 45	3 47½
No. 9, coil spring.	3 45	3 35
No. 9, plain galv..	3 15	3 30
No. 12, plain galv.	3 30	3 45
No. 13, plain galv.	3 45	3 55
O. & A., No. 10...	2 91	2 91
O. & A., No. 11...	2 97	2 97
O. & A., No. 12...	3 05	3 05

F.o.b. London; Base, $2.95; No. No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt.

No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS, MOP

White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 22	0 19
Part cask	0 22½	0 20

How Many "No-Profit" Lines Do You Handle?

The secret of successful merchandising is to handle products that are known the country over and are asked for. Unknown products are "No Profit" stock. Get rid of them. Clean out of your paint shelves all the sundry lines of this brand and that.

Sell the saws, the hardware, the paint, that people know to be the best.

Whenever you sell S.W.P.—or any S.W. product, you are binding tighter and tighter the patronage of your customer to your store. Think it over. Cheap, unreliable brands never built a business yet. The one big successful agency proposition for keen, energetic paint dealers is Sherwin-Williams full line.

THE SHERWIN-WILLIAMS CO
of Canada, Limited
MONTREAL TORONTO WINNIPEG CALGARY HALIFAX

PEERLESS Ornamental Fencing

IT is easy to explain the merits of Peerless Ornamental Fencing to a prospective customer. There are so many things in its favor. First, it is really an ornamental fence; second, it is an economical, and at the same time, durable fence; third, it beautifies home surroundings and presents a splendid appearance. Gate and fence match well together. Then, too, there is money in it for you.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire. Peerless fence is easy to erect, and will hold its shape for years to come.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc; also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man., Hamilton, Ontario

The Magnet Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are al there.

The mechanism is the same on both style machines, except the fly wheel, which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 39
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	...
86 to 90	..
91 to 95	...
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope, up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off

Toronto.

Country discount, 40½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.

Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $10.90 less than ton lots. Ton lots less 5%.

James Genuine, $11.75 less than ton lots. Ton lots less 5%.

	Montreal	Toront
"Anchor Pure"	$ 9 45	$ 9 60
C.P. Co. Decorators Pure	9 45	9 60
Crown and Anchor	9 65	9 80
Elephant Genuine	9 75	9 90
Green Seal	9 95	10 10
Moore's Pure White Lead	9 95	10 10
O.P.W. Pure English	....	9 80
O.P.W. Decorators Pure	....	8 85
Painters' Perfect	8 70	9 80
Ramsay's Pure Lead	9 45	9 60
Ramsay's Exterior	8 95	9 10
Tiger Pure	9 45	9 60

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. pkgs., per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Canada Brand, pure	2 00
Canada Brand, floor	1 90
Canada Brand, flat wall	2 00
Elephant	1 85
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 25c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
"Dreadnought" paint and varnish remover	2 75
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 50
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $9.90. $10.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.05 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.15; 10, $3.21; 11, $3.17; 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manutacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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have been the Standard for over eighty years

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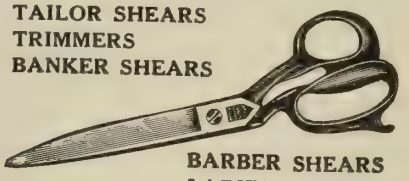

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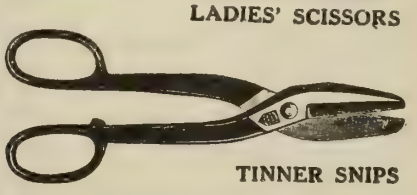
LADIES' SCISSORS



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HAMILTON, ONT.

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HAY TOOLS
BARN DOOR HANGERS

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"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
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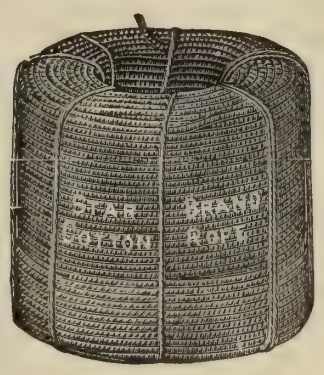

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Head quarters for Ash Sifters, Drums, Wood Stoves, Thimbles, etc.

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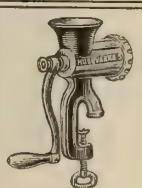
415 Symington Ave., Toronto



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.,
Unity Bldg., Montreal

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Peck, Stow, & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
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The Stanley Works, New Britain.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

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Chicago Spring Butt Co., Chicago.

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Soren Bros., Toronto.

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Soren Bros., Toronto.

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Mackenzie Bros., Winnipeg, Man.
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Walter Dean, Toronto.

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Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Bissel' Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

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MacKenzie Bros., Winnipeg, Man.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

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Metallic Roofing Co., Toronto and Winnipeg.
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MacKenzie Bros., Winnipeg, Man.

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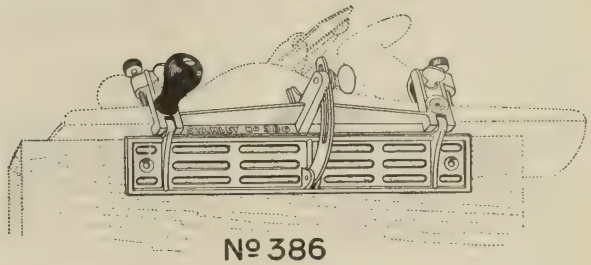

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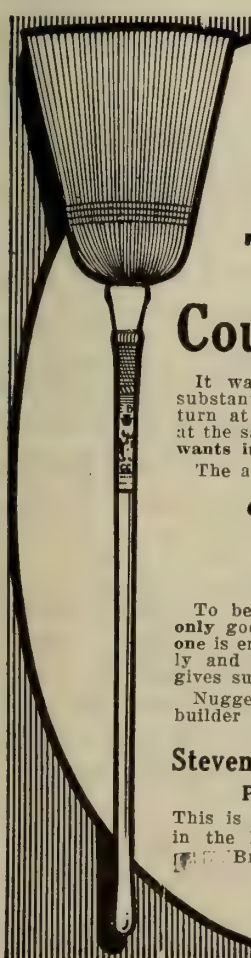

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"NUGGET" Brooms

To be sure the "Nugget" Broom is the **only** good light broom on the market, but **one** is enough when it is finished as strongly and appealingly as the "Nugget" and gives such long service.

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SPECIFY THESE BRANDS

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Blade forged from solid tool steel. Tempered head, designed for driving stakes, spikes, etc.; will not become battered even under continuous service. Nail puller has tempered jaws. Accurately machined eye is fitted perfectly by handle, thus eliminating all liability of the head working loose.

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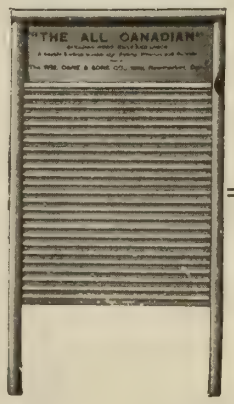
Liberal Discount to Dealers. Ask your jobber, or write Marble.

MARBLE ARMS & MFG. COMPANY
5350 Delta Ave., Gladstone, Mich., U.S.A.

A condensed ad. in this paper will bring results from all parts of Canada : : : :



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a **BETTER** profit.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board
NEWMARKET, ONT.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
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Collins Mfg. Co., Toronto.

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North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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North Bros. Mfg. Co., Philadelphia.

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Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.
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London Rolling Mill Co., London.

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Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

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Japans.
W. B. Bate & Co., Toronto.
A. Ramsay & Son Co., Montreal.

Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lamps, Hand Electric.
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Ltd., Toronto.

Lamps, Auto.
Interstate Electric Novelty Co., Ltd., Toronto.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
MacKenzie Bros., Winnipeg, Man.

Latches.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Litter Carriers, Track and Fittings.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Liquid Gloss.
Imperial Oil Co., Toronto.

Locks, Knobs, Escutcheons, etc.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Lubricants.
Prairie City Oil Co., Winnipeg.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mantles and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof.
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt, Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Metals.
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co., of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Mitre Boxes.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
Mackenzie Bros., Winnipeg, Man.

Motor Accessories.
Melchior, Armstrong & Dessau, New York, N.Y.

Motors, Boat.
Walter Dean, Toronto.

Motor Boats.
Walter Dean, Toronto.

Motors, Canoe.
Melchior, Armstrong & Dessau, New York, N.Y.

Motors' Detachable.
Melchior, Armstrong & Dessau, New York, N.Y.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

Nails, Wire.
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.

Nitrogen Fixtures.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Oars.
Walter Dean, Toronto.

Oils.
Prairie City Oil Co., Winnipeg.

Oilers.
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Paddles.
Walter Dean, Toronto.

Packing.
Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Beatty Bros., Ltd., Fergus, Ont; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Poultry Supplies.
Collins Mfg. Co., Toronto.

Powder, Aluminium.
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black.

Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

Pulleys.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Pulleys (Sash, etc.)
MacKenzie Bros., Winnipeg, Man.

Pumps.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio

Pump Valves.
Canadian Consolidated Rubber Co., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Kir-Ben, Ltd., Almonte.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros. Carleton Place.
MacKenzie Bros., Winnipeg, Man.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

Razors.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
Brandram-Henderson Co., Montreal.

Refrigerators.
MacKenzie Bros., Winnipeg, Man.

Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Roofing.
Bird & Son, Hamilton, Ont.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.

Roofing Supplies.
Bird & Son, Hamilton, Ont.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Miller, Morse Hdw. Co., Winnipeg.

Row Boat Motors.
Melchior, Armstrong & Dessau, New York, N.Y.

Runways, Electric.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co., Montreal.

Sash Fasteners.
Peck, Stow & Wilcox Co., Cleveland.

Saws.
Simonds Canada Saw Co., Montreal.

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Victor Saw Works, Hamilton, Ont.
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INGOTS—Two Sizes 25 lb., 50 lb.
Electrolytic Nickel 99.80%

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We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

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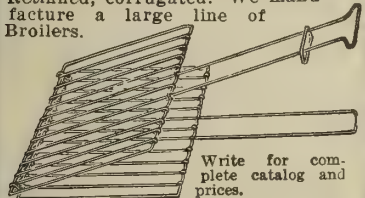

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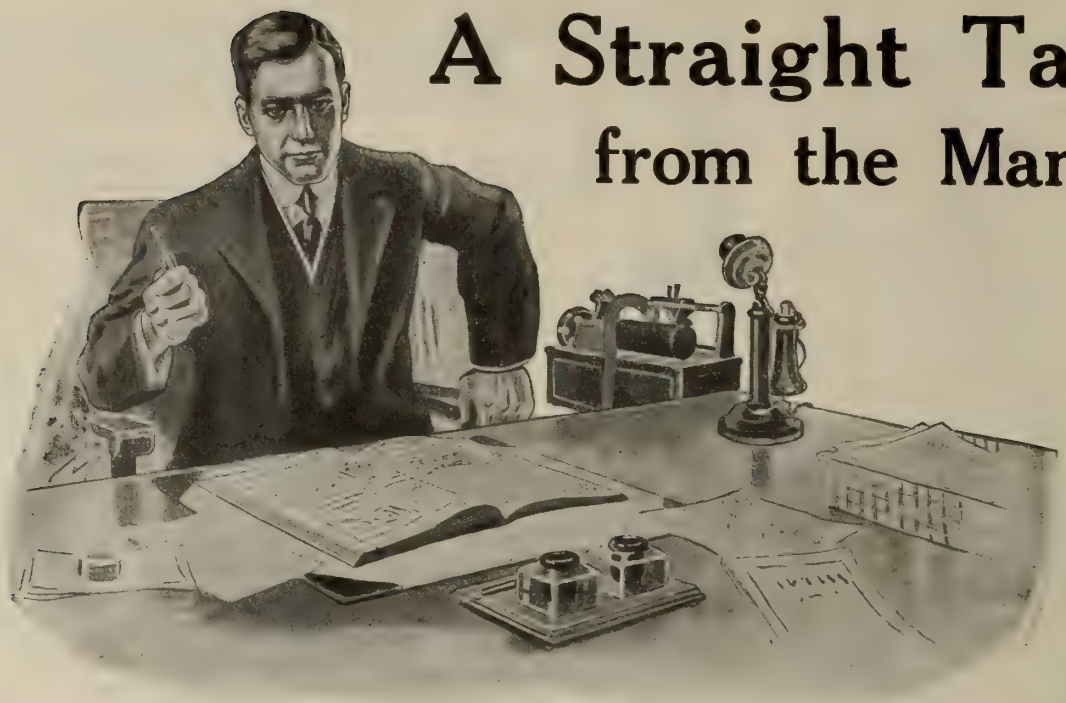

A Straight Talk from the Manager

Win This Good Prize!

ON another page of this week's issue, there is an important announcement of our Christmas Window Display Contest.

The Contest, this year, is being conducted on broader lines than ever before. A special prize has been added for windows dressed exclusively with goods advertised in Hardware and Metal's Christmas Goods Number, to be issued next week. The winner of this Special Contest will receive $15 in cash, or the best watch we can buy for that amount, suitably engraved.

Get after this fine prize! Study the advertising pages of next week's issue very carefully and then plan the best window display you know how, using goods shown in the advertisements.

J. G. L.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

A SOBER, INDUSTRIOUS, COMPETENT, young married man, desires position as manager and buyer of Western retail hardware store. Ten years' experience. Best references. Can guarantee results. Box 225, Hardware and Metal. (49)

WANTED. — A FIRST-CLASS HARDWARE salesman, must be good stockkeeper; one with some experience in window dressing and card-writing preferred. Apply, stating wages, to Carter Bros., Picton, Ont. (47)

SALESMAN WITH FIRST-CLASS CONNECTION in three provinces desires high-class line on commission basis for January 1st, 1916. Apply Box 226, Hardware and Metal. (tf)

AGENCIES WANTED BY A WIDE-AWAKE, aggressive and successful house of hardware and electrical sales agents covering thoroughly the Western Canadian territory. Firms requiring representation or unsatisfied with present arrangement should immediately write to Houston & Co., Ltd., 12 and 13 Cumberland Blk., Winnipeg, Man.

FOR SALE

FOR SALE—GOOD PAYING HARDWARE and stove business in best town in Ontario. Stock not too big, but well assorted. Owner retiring. Box 227, Hardware & Metal. (48)

$3,500.00 HARDWARE STOCK AND FIXtures for sale, in City of Toronto. Apply Box 228, Hardware & Metal. (48)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ESTIMATING. BY EDWARD NICHOLS, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price, postage paid, $1.00. MacLean Publishing Co., Ltd., 143-153 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS IS the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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The Size of Your File Turnover Depends Upon the Quality of the Line You Sell

Sell only the best and you'll ensure the very best results. By comparative tests under actual working conditions,

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have proven that they cut faster and have a longer lasting cutting edge — you cannot offer a better value to your trade.

It's the only line of files from 3 to 24 inches made absolutely of crucible steel.

There's a shape and size to suit every demand—and a trade-mark on every tang that guarantees satisfaction to the user.

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Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Millbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls, New York.

Serving Dishes.
MacKenzie Bros., Winnipeg, Man.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Skis.
Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
Deust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Heyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son, Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

Storage Tanks, Wood, Steel.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Toronto.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Tanks, Steel, Wood.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tapes, Measuring.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
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Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

Tools.
Buck Bros., Millbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington and Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

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Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

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Canadian Sunbeam Lamp Co., Ltd., Toronto.
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Bissell Carpet Sweeper Co., Grand Rapids, Mich.
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Easy Washer Co., Toronto.
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Henderson & Richardson, Montreal.
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MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

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Hutchins-Kilbourne Co., Buffalo, N.Y.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Sheet Metal Products Co., Ltd., Toronto.

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Lewis Bros., Ltd., Montreal.
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B. Greening Wire Co., Ltd., Hamilton.
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B. Greening Wire Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

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Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Kuhne-Anderton Co., Port Hope, Ont.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

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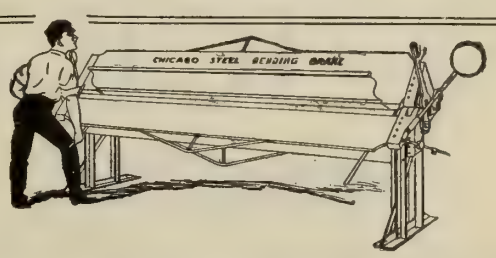

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James Hutton & Company

MONTREAL

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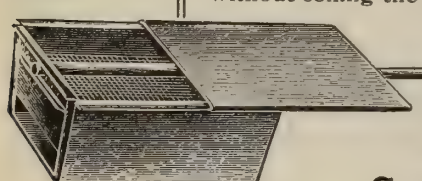

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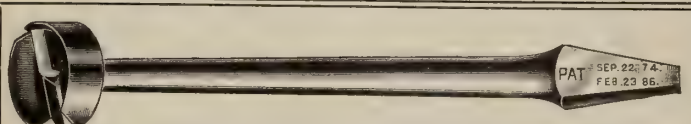

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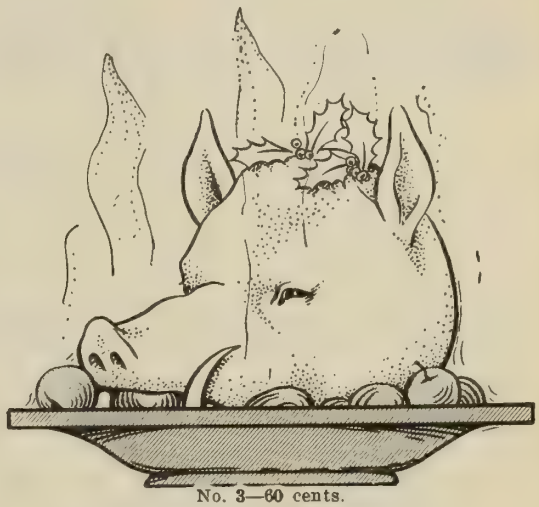

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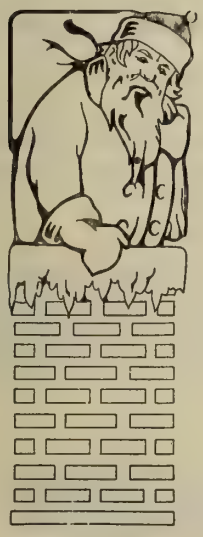

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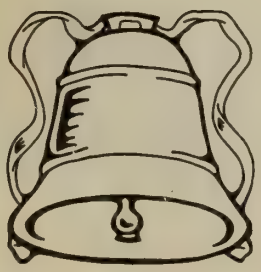

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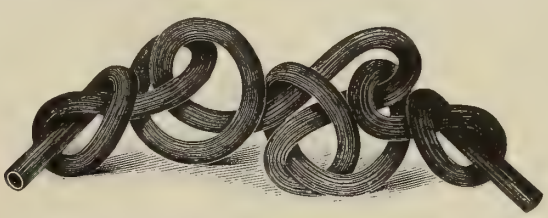

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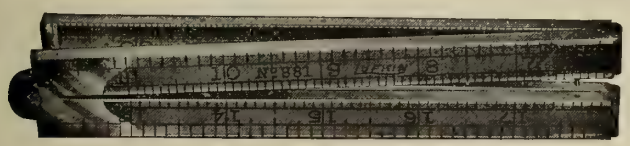

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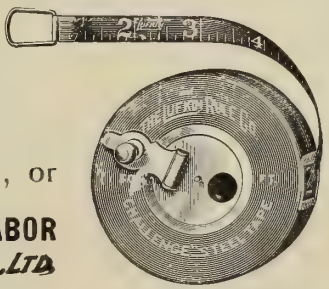

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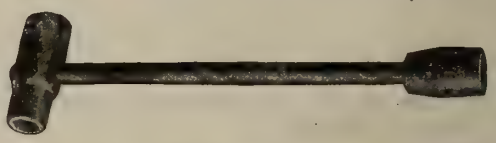

No. 630 for Fords 26c

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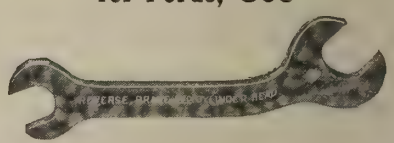

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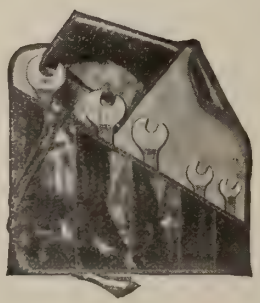

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HARDWARE AND METAL

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MARTIN-SENOUR 100% Pure Guarantee Protects the Dealer Agent as Well as the Customer.

Next to this it is most important that the line you carry is known to paint users.

Martin-Senour Paints and Varnishes have been brought to the attention of paint users by a more comprehensive campaign through various mediums of the press, interior and exterior displays, mailing campaigns, follow-up systems, etc., than has ever been attempted by a paint company in Canada. The result has been increased sales to the dealer agents.

This policy will be continued and extended during the coming season—connect your paint department with it.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO

Made in
La Salle, Ill
— by —
Westclox

BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

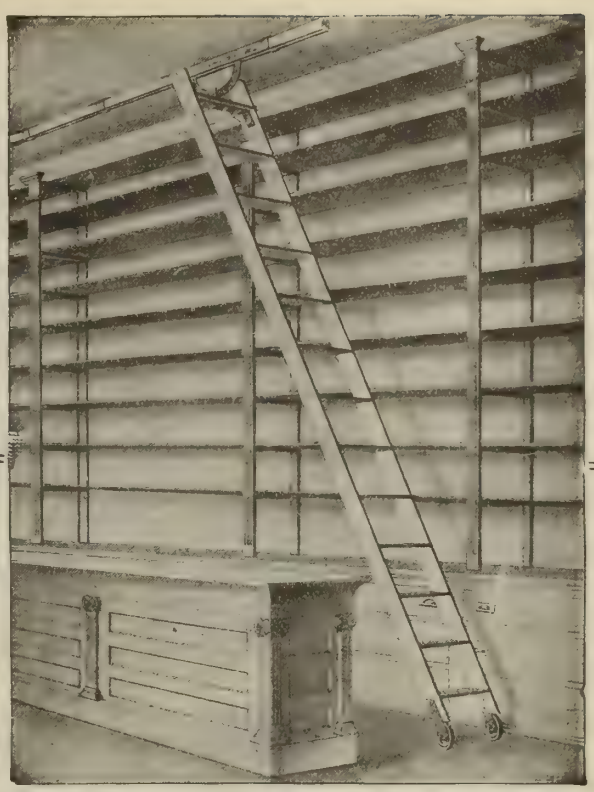
Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA



Good Store Ladders Save Time and Space

Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions

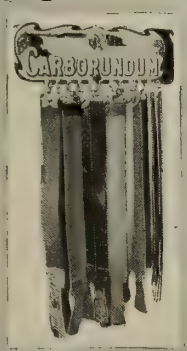
Why not canvass your Town on Ladders now?

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Boost Your Razor Strop Sales—Stock Up with Carborundum Razor Strops

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the strops sharpen and finish—bring the dull razor to an edge in a twinkling.



The hardware of the strops is new, novel, practical. ¶*Carborundum Strops appeal to every shaver and they will open the way to profits for you.*

WRITE ABOUT FREE DISPLAY CASE AND RACK OFFER.

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

Business is booming!

Toronto, Ont.

Merchants everywhere tell our 800 salesmen that business is booming.

Farmers have had a record crop, at big prices, with big demand at home and abroad.

Stocks of manufactured material are short, and labor is in great demand.
Exports largely exceed imports.
Factories are busy, a great many working overtime.

More freight cars are needed, and steamers are taxed to capacity.

Canada has, in proportion to population, greater exportable surplus of wheat this year than any other country in the world.

Millions of dollars are passing over the merchants' counters.

The people who spend this money want the best service.

They demand it in all kinds of stores, from the smallest to the largest.

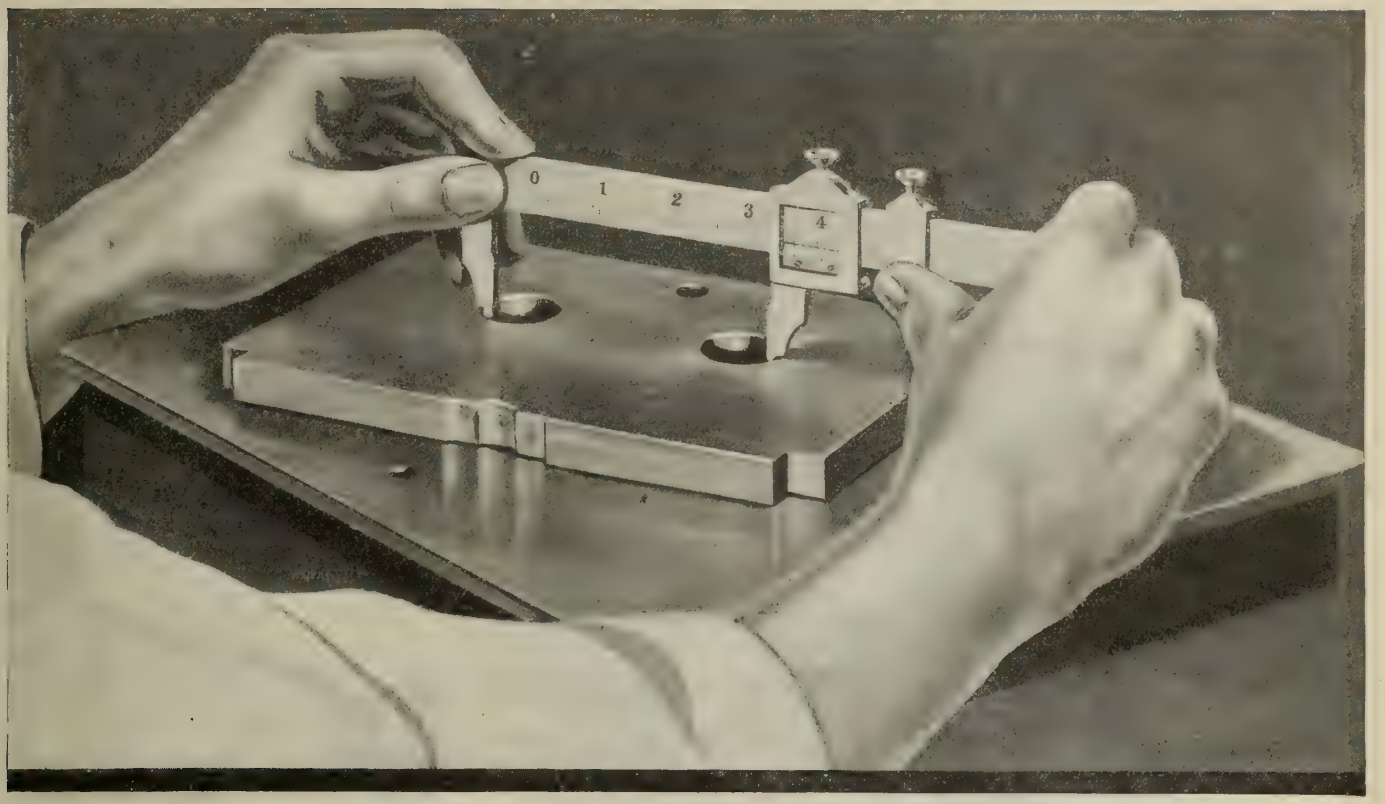
They get it in stores which use our up-to-date Cash Registers, which quicken service, stop mistakes, satisfy customers, and increase profits.

Over a million merchants have proved our Cash Registers to be a business necessity.

Last month the N.C.R. in Canada had the largest sales of any month in the past seventeen.

President of the
National Cash Register Co. (Signed) John H. Patterson

Write for booklet to
National Cash Register Company
150 Christie Street, Toronto, Ont.
Agents in Every City



This Man Must Have Instruments of Precision

HIS work demands tools of extreme accuracy—his job depends upon them. When he wants tools or instruments that he can depend upon he goes to the leading dealer to get them. If the dealer shows him Starrett Tools he buys them without question, because every skilled machinist knows that

Starrett Tools

are mathematically accurate. Every engineer, machinist and high-class workman whose work requires accuracy, knows Starrett Tools to be standard. Starrett advertising is addressed not only to workmen and engineers, but to superintendents, foremen and manufacturers.

We deal direct with retail hardware men. *Send for Free Catalog No. 20-M.A., prices, etc.*

The L. S. Starrett Company

"The World's Greatest Tool Makers"

ATHOL, MASS.

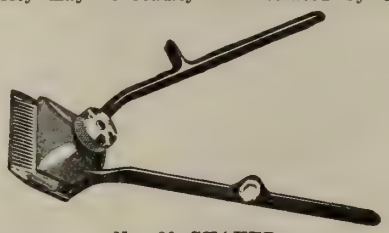
NEW YORK LONDON CHICAGO

PRIEST'S HORSE and TOILET CLIPPERS

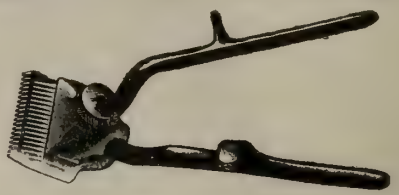
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

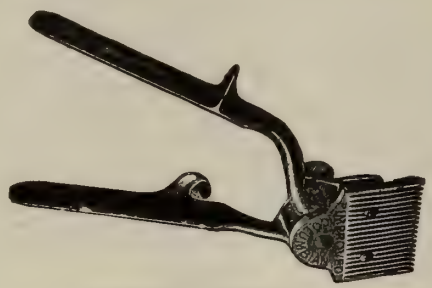
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



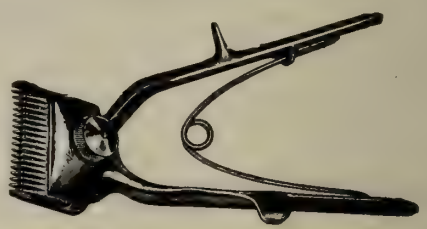
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

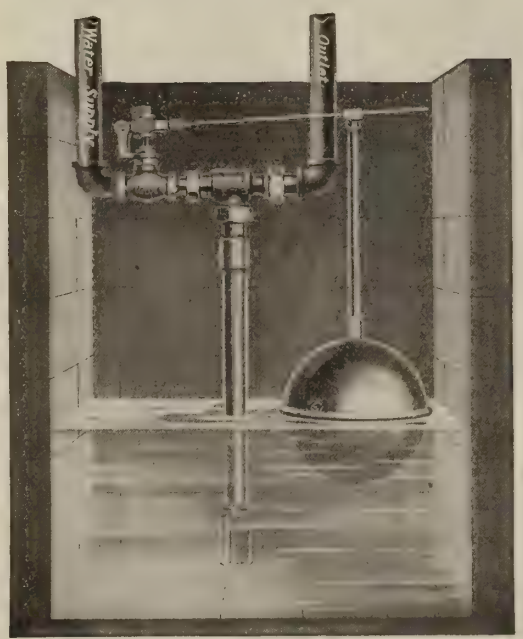
If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

MORRISON
Automatic Jet Pump



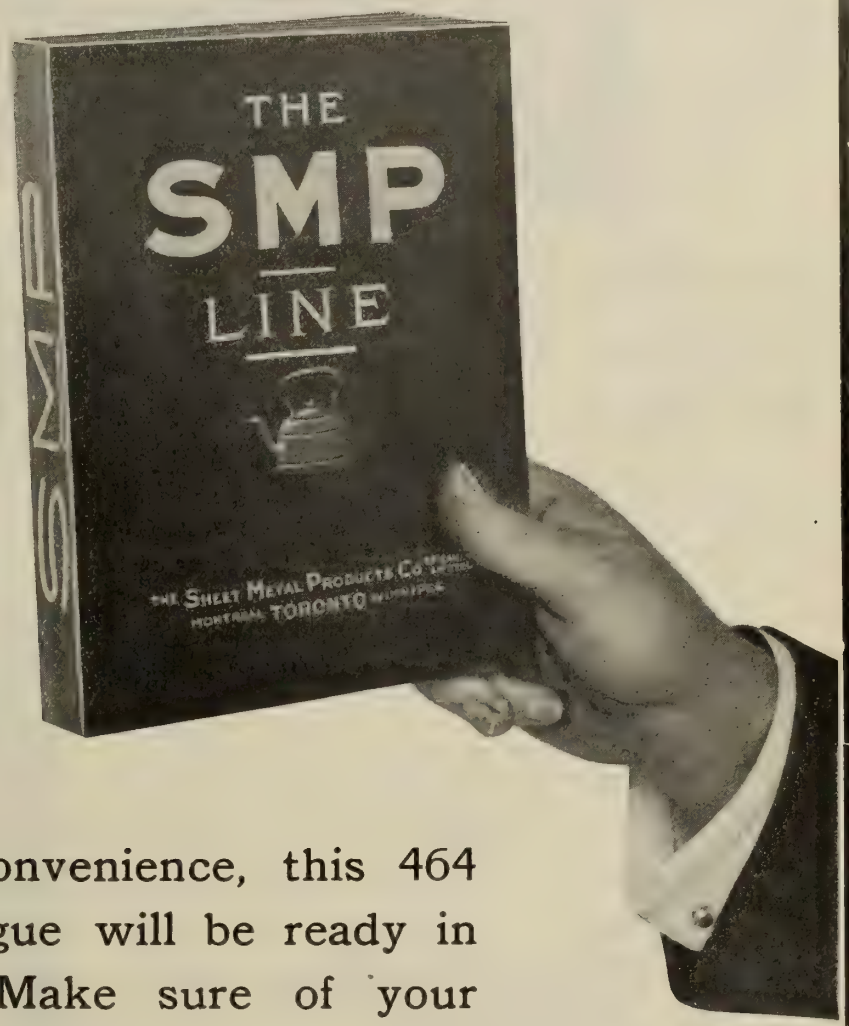
Just what is needed for use in draining cellars, engine rooms and excavations. Simple and durable.

Has double the lifting power of any other cellar drainer made.

Working parts all above water.

These outfits have been in continuous successful service for upwards of two years, without requiring the slightest attention.

The James Morrison Brass Mfg. Company, Limited
93-97 Adelaide St. West, TORONTO



For your Convenience, this 464 page Catalogue will be ready in December. Make sure of your Copy by sending name and address on Coupon attached.

SHIPMENTS MADE PRO

THE SHEET METAL PRODUC

MONTREAL TORONTO

Name.....

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Address.....

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When writing advertisers please mention Hardware and Metal.

How Much Grain Elevator Business Do You Get, Mr. Sheet Metal Man?

Fire insurance companies offer grain elevator owners reduced rates if they use non-inflammable materials for roofing and siding. As a result, sheet metal is rapidly replacing all other forms of roofing and siding for these buildings.

How much of this business are you getting?

No longer can a grain elevator owner object to sheet metal because of its short life. In fact, the life of a grain elevator will be increased by using

Rust-Resisting **Anti-Corrosive**

TONCAN METAL

Roofing and Siding

Toncan Metal will last longer than any other Sheet Metal made from iron ore. It is pure, uniform in structure and made by scientific methods. The cost is moderate.

Hundreds of sheet metal men are increasing their business by *recommending* Toncan Metal to grain elevator owners. *Why don't you?*

Write for the booklet "How to Estimate Roofing and Siding for Grain Elevators"

The Pedlar People, Limited

Oshawa, Ont.

CANADIAN DISTRIBUTERS

The Stark Rolling Mill Company

Canton, Ohio

Sole Makers

SIMMS TRADE MARK

Mr. Hardware Dealer

are you tired of listening to the repeated complaints that the BRUSHES you carry

"SHED HAIR"
"ARE AS SOFT AS A RAG"
"SPREAD LIKE A PEACOCK'S TAIL"
"WORK LIKE A SPONGE"
"WON'T CARRY COLOR"
"ARE TOO THIN ON TOP"
"DON'T WEAR WELL"
"ARE POORLY CHISELLED"
"ARE AS COARSE AS A BROOM"
"STUMP TOO SOON"
"ARE NO GOOD"

If so you DO NOT carry

SIMMS BRUSHES

as they are free from the cause of all such complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making GOOD BRUSHES and sold at a price no higher than the common kinds.

CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?

We are prepared to put before you the most complete line of brushes

MADE IN CANADA

Write us for particulars

T. S. Simms & Co.

Limited

St. John (Fairville), N. B.

SIMMS SET IN RUBBER

We have added to our products, manufactured by the Graham Nail Works,

BALE TIES

For baling Hay, Shavings, Paper, Rags, etc.

Made up to the same standard of quality as the Graham Nails.

Well packed, quick shipment.

MAY WE HAVE YOUR ORDERS?

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE
TORONTO

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

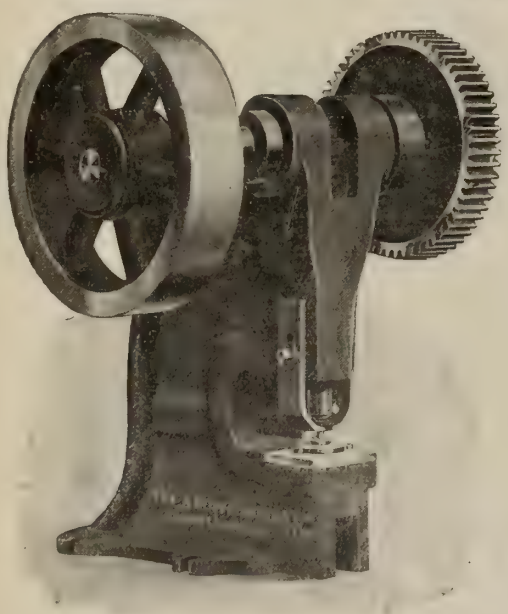
AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

WROUGHT IRON

PIPE

Agricultural Pipe
Bedstead Tubing
Steam and Gas Pipe

Fencing Pipe
Railing Pipe
Conduit and Signal

BLACK and GALVANIZED STANDARD and EXTRA HEAVY

WIRE

Bright, Oiled and Annealed, Spring, Rivet Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.

Wire Nails
Fence Staples
Poultry Netting Staples
Corrugated Fasteners
Fencing and Gates
Wire Goods
Lead Pipe

Tacks
Wood Screws
Machine Screws
Bolts and Nuts
Rivets and Burrs
Steel Bars
Putty

HAMILTON
TORONTO
VICTORIA
VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

It's the Dealer Who Stocks

the best known lines that gets the business.

Your file stock should therefore consist of the following famous brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

When you bear in mind that 10,000 dealers in Canada stock these famous five—

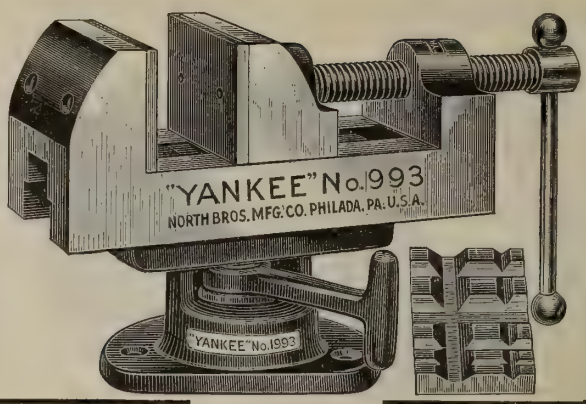
When you know that behind you is our 50-year-old experience in the making of files—

When we tell you that the Nicholson output is over 60,000,000 yearly—

The question is: Can you afford to be without these well-known brands of files on your shelves?

To help you, we're educating your customers, through advertising, to throw away their files when the "inefficient" point is reached. And that our efforts are not wasted is proven by the increased demand for files—of the "famous five" mentioned above.

Nicholson File Company
Port Hope, Ontario
(JOBBERS EVERYWHERE)



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

"Metallic" Building Materials

There Are Good Profits in METALLIC CEILINGS

if you use the right material. "M. R. Co." Ceilings lay right, because they're made right. No gaping joints and no skew lines. They make a good job and make it quickly. Ask us for catalogue and price lists. We want to send you samples for your windows and advertising matter for your counters. Let us hear from you.

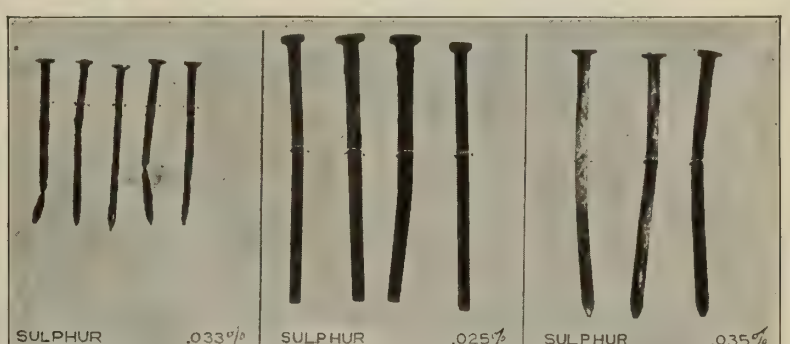
QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

Purity–Evenness–Density

The Qualities of Lasting Iron

The iron and steel nails here pictured were taken (as shown by affidavits in our possession) from an old wooden weir which was built near Bakersfield, Calif., in 1888. The large square nails in the centre have been in service ever since, and are in practically perfect condition. Analysis shows them to be of iron very low in all impurities except silicon.



SULPHUR	.033%	SULPHUR	.025%	SULPHUR	.035%
PHOSPHORUS	.006	PHOSPHORUS	.021	PHOSPHORUS	.020
CARBON	.170	CARBON	.015	CARBON	.080
MANGANESE	.370	MANGANESE	.042	MANGANESE	.410
SILICON	TRACE	SILICON	.216	SILICON	TRACE
COPPER	.460	COPPER	.030	COPPER	TRACE

The round steel nails on the left and right were used in repairs on the weir during and since the year 1900 and have thus been in service a little more than half as long as the iron nails. The wire spikes on the right are somewhat damaged by rust. These are of typical open hearth steel,—very low in copper. The small wire nails on the left are rusted to failure. These are of steel with a high copper content.

It will be observed that the nails that have given very much better service than either of the other types are made of comparatively pure iron, with sulphur, phosphorus, carbon, manganese, and copper reduced to very low percentages. This instance, like practically all the evidence given by iron work which has seen long service, supports the statement that the nearer iron approaches the composition and characteristics of Armco Iron, the longer it will last.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

ARMCO IRON Resists Rust

The American Rolling Mill Co., Middletown, Ohio

Licensed Mfrs. under Patents Granted to the International Metal Products Co.

Armco (American Ingot) Iron Sheets, Plates, Roofing, Pipe, Metal Lath and Terne Plate.

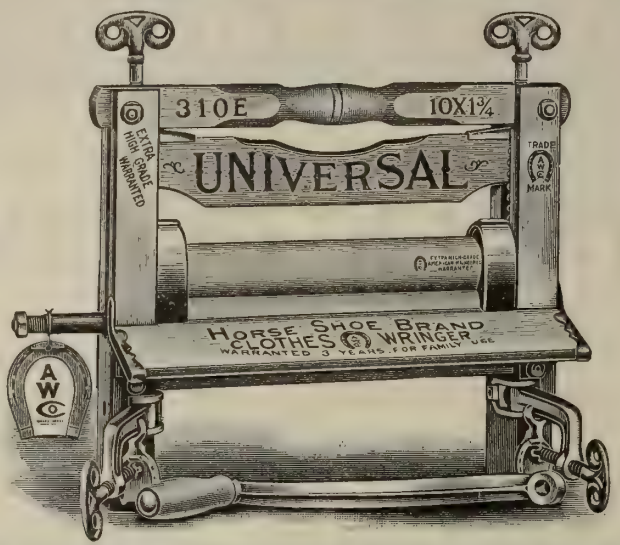
District Sales Offices at New York, Pittsburgh, Cleveland, Cincinnati, Detroit, Chicago, St. Louis and San Francisco.

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

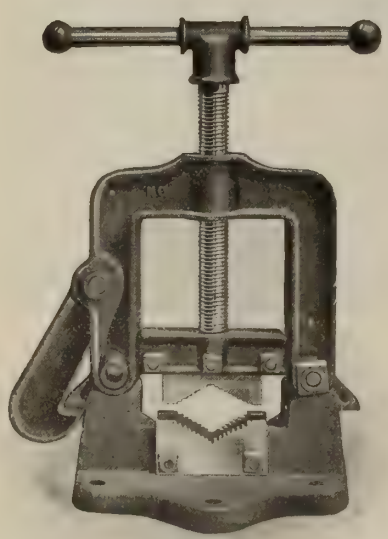
WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

National Self-Locking Pipe Vise



A GOOD, STRONG, SUBSTANTIAL LINE OF VISES, MADE OF MALLEABLE IRON THROUGHOUT.

Made in 3 sizes: ⅛" to 2½", 3½" and 4½".

It embodies the following improvements:

We have done away with the apron in front.

The hooks and upper jaw clamps have been very materially strengthened.

The upper and the lower jaws have two bolts instead of one. The base has lug on both sides, making it possible to lock either side, and is useful in event of one lug being damaged.

The jaws are milled from solid steel bars, carefully hardened, tempered in oil to give toughness and each one tested.

Write for catalog showing our complete list of Machinists' and Woodworkers' Tools. The illustrations are actual photographs.

National Machinery & Supply Co., Limited

HAMILTON, CANADA

Why handle cheaply made inferior heaters?

Why, when you can buy heaters with no castings in their construction at all—heaters made so they won't bend or break—heaters that please your customers and help you sell more goods

Satisfied Customers are your best asset

You make that kind of customers when you sell them the celebrated

CLARK HEATERS

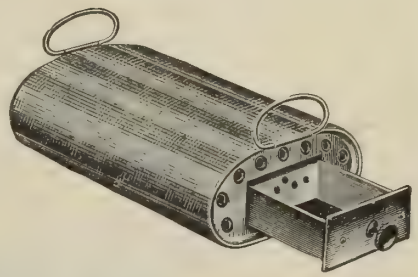
and they cost you no more than the heaters of inferior quality with cast ends.

Furthermore, Clark heaters are the only heaters that are now being advertised to your customers. They are the only heaters that have ever been advertised to users in Canada, and every advertisement asks the reader to go to his dealer for the heater.

Do not be misled. The heaters that sell best in Canada and every other country where heaters are used, are the Clark Heaters—they are made better, please better and offer as good or better profit. Almost every jobbing house of note in Canada handles the Clark Heaters—They must be best and we know you will find them so.

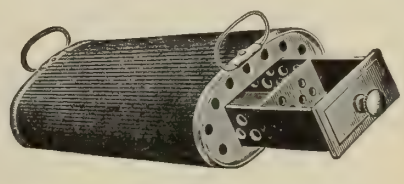
Insist on Clark Heaters. It pays.

Some Good Sellers from the Clark Line



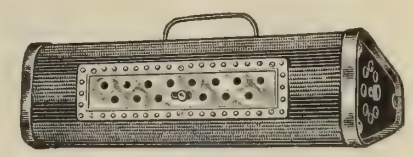
No. 5B Clark Heater

No. 5B Heater is light and handy, yet very enduring and sightly. Is 12 inches long and weighs 4 pounds. Heats quickly, furnishing a mild and comfortable temperature. This heater is used quite extensively by farmers, mail carriers and milkmen. Covered with fine Brussels carpet.



No. 3D Clark Heater

Our No. 3D Heater is one of the most popular sellers, being very strong and durable. It is 14 inches long and weighs 7 pounds. Has fine asbestos lining and is covered with Brussels carpet; has braid binding. Easily cleaned by brushing. Ends are of triple strength white metal.

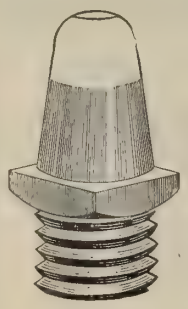


No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7D Heater, a well known and popular style, having flat, slanting top, and having ventilators in both ends and at the side with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long, and weighs 9 pounds. Has cold drawn steel ends, heavily nickel plated and is covered with superior Brussels carpet.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO



You Can Always Spot a Well-Shod Horse

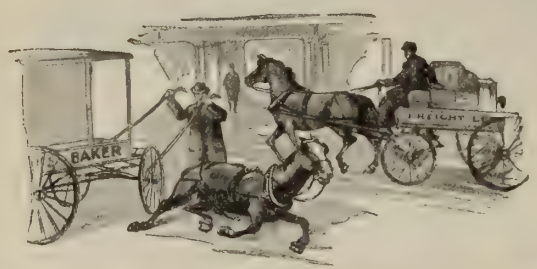
Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
N. J.



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Write Us for Quotations on Brooms

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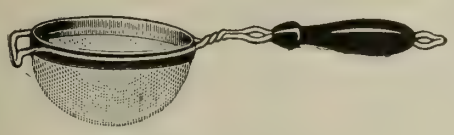
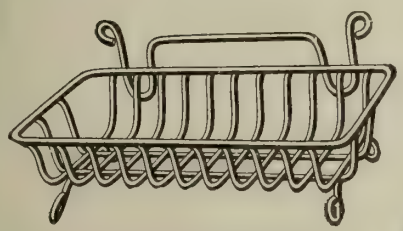
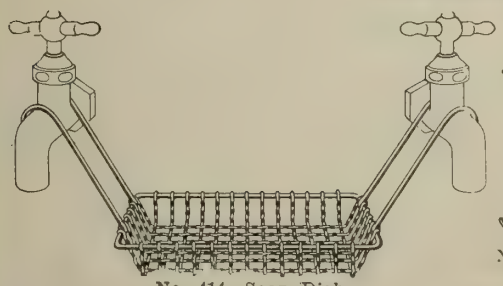


No. 741-3—Bowl Strainer.

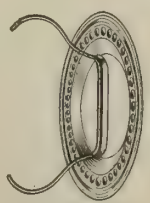


No. N-70—Electro-Welded Soap Dish.

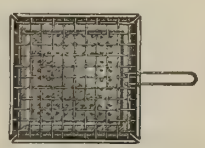
No. 742—Spout Strainer.



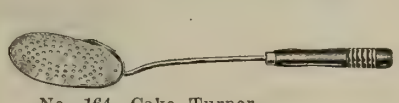
No. 414—Soap Dish.



No. H-9—Floor Stop.



No. 300—Toaster.



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No. L-9—Kitchen Trowel.

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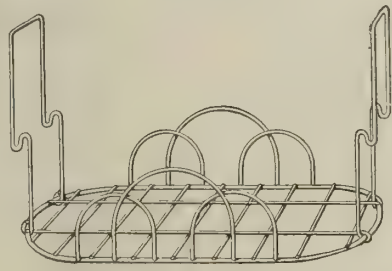

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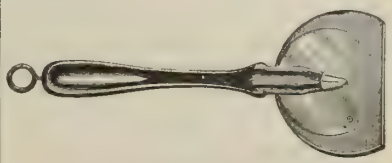
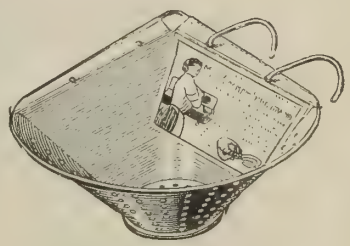
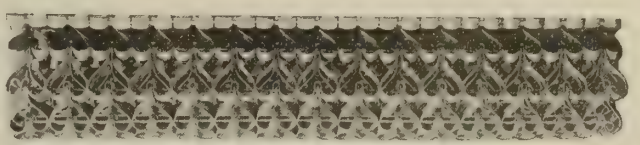


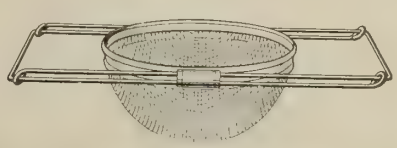
L-100 Plate Scraper.



V-11—Vrooman Sink Strainer.



No. C-30—Flexible Door Mat.



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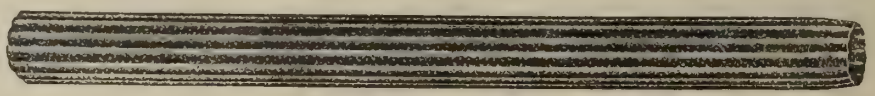

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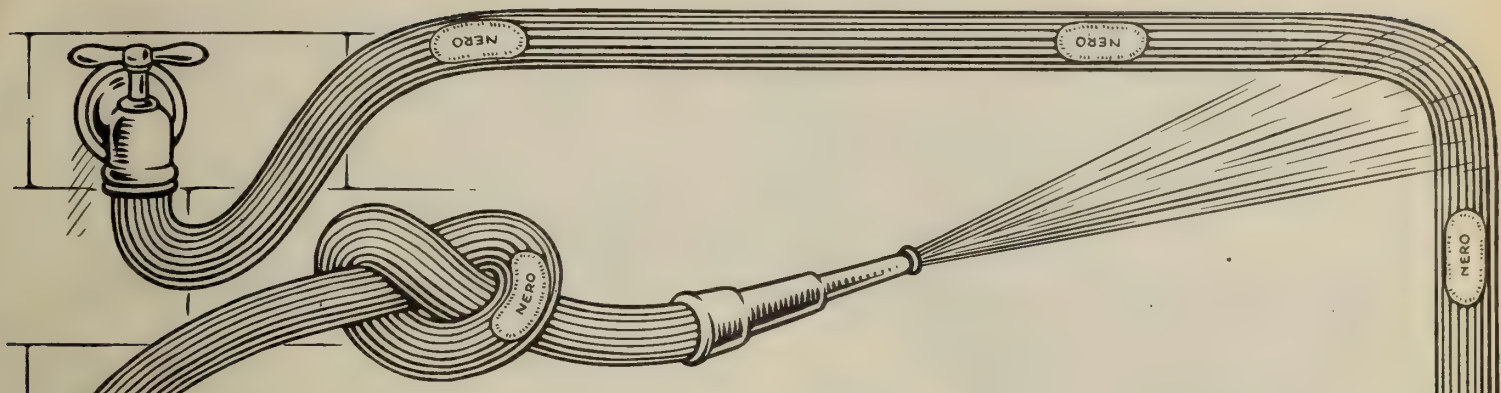

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¶ Are you influenced by public opinion?

¶ A manufacturer may spend thousands of dollars annually on national advertising; he may make a good product consistently, so that in time his "goodwill" is one of his most valuable assets. And "goodwill" is nothing but the public opinion of him, his goods and his business methods.

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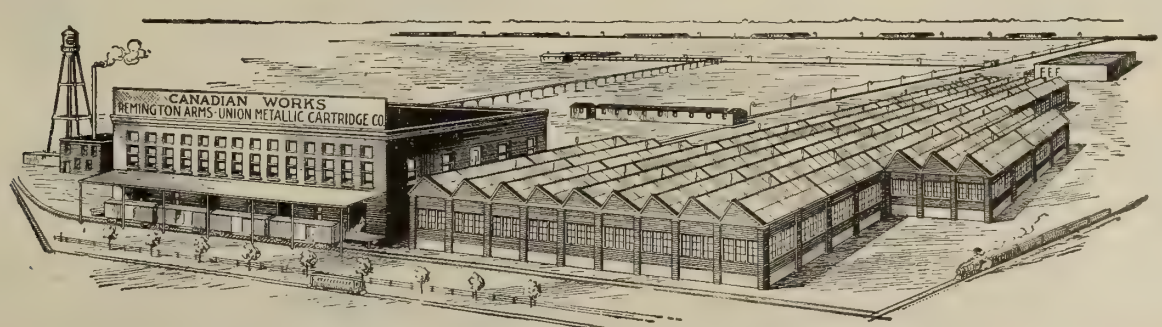

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Established in 1803

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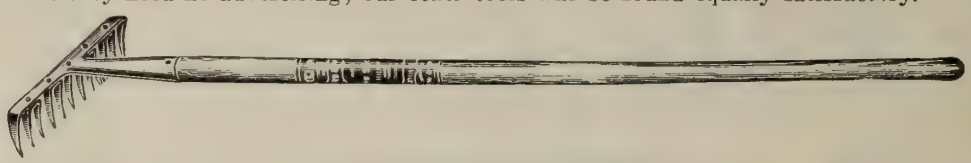
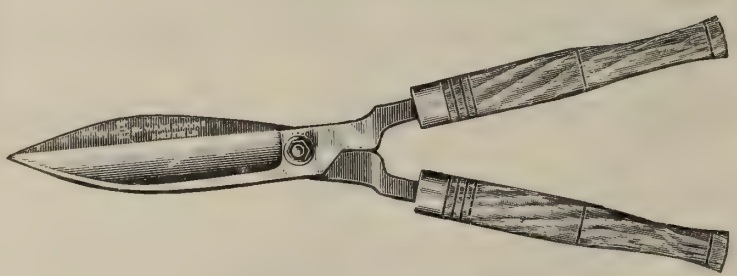


No. 5817—"Ideal" Regd. Rake.



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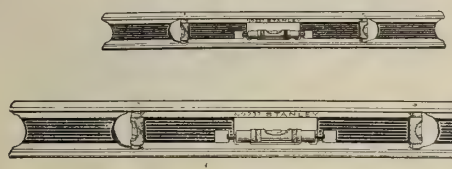

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Made in three lengths:

Glasses, Weight 1 lb. Each $2.50.
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STANLEY RULE & LEVEL CO.
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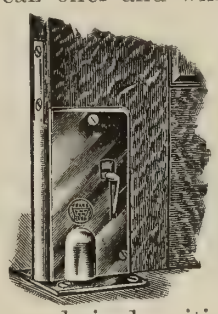
SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



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are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

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Here's a Tool that Earns Its Living

It is known throughout the country to all skilled workmen, who must, of necessity, have the best tools, as the

MILLERS FALLS HAND DRILL No. 306

MILLERS FALLS TOOLS

This tool is a marvel for wear. It defies the need of repairs, because the quality of material, down to the smallest detail, is the very finest. It has features that make for better work—the kind of work that builds you a reputation.

Specifications as follows:

Simple and convenient ratchet on handle. Famous Star 3-jaw chuck that centers accurately and quickly and grips like a vise shanks from 0 to ¼" in diameter. Solid steel frame, cut gears, encased and protected from dirt. Hollowed, detachable handle of choice hardwood. All metal parts heavily nickeled.

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28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
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TRUE EFFICIENCY

Permits no man to waste his time or energy.

INSTITUTIONS SUCH AS OURS ARE TIME-SAVERS AND ENERGY-SAVERS. WHEN YOU UTILIZE THEM, YOU PROMOTE YOUR OWN EFFICIENCY—YOU KNOW YOU ARE BUYING GOODS THAT REPRESENT THE RESULT OF MATURE EXPERIENCE AND PAINSTAKING CARE.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 27, 1915. No. 48

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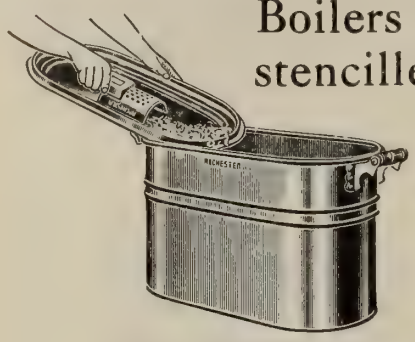
For "Rochester" Wash Boilers and get **your** name stencilled right into the metal —there forever.

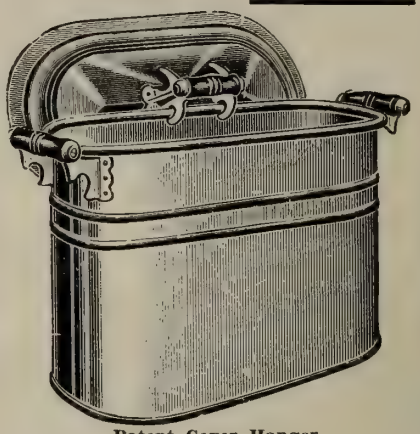


Patent Soap Shaver.

"ROCHESTER"

WASH BOILERS

have



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Patented Cover Hanger—Keeps the Cover always handy.
Patented Hook Handle—Makes Pouring Easy.
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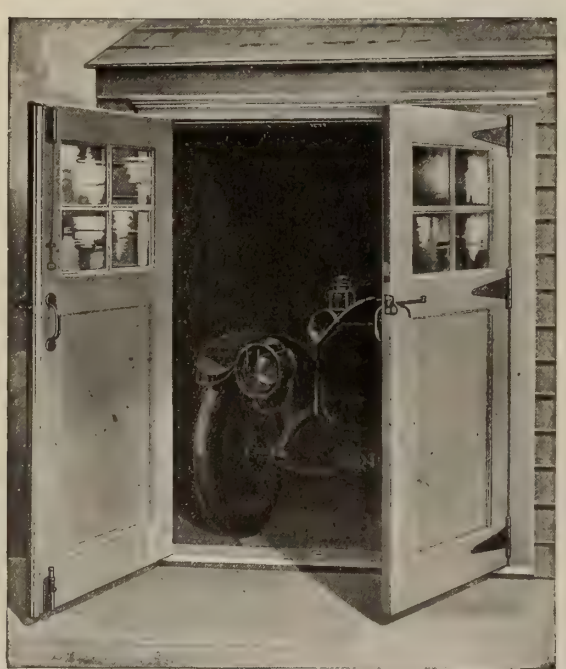
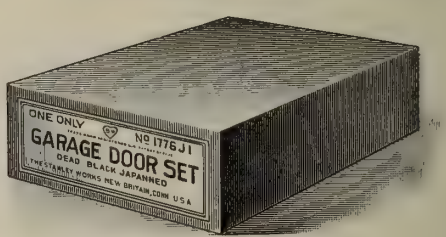
GET YOUR SHARE OF THE GARAGE "TRIM" BUSINESS WITH Stanley's No. 1776-J1 Set for Garage Doors





A complete set in one package ready to pass over the counter. Circulars and information on request to Dept. R. No. 1776-J1 Garage Door Set Consists of the following:

3 pairs No. 960-10 inch T Hinges with reversed pad; 1 No. 1055-6 inch Chain Bolt with 3 staples; 1 No. 1056-6 inch Foot Bolt including floor plate; 1 set No. 1260 size 4 Thumb Latch with padlock eyes; 1 No. 1257 size 4 Handle. Set is furnished in Dead Black Japan and is packed complete with screws. Size of box: 12¾ x 7¼ x 2⅞ inches. Gross weight: 20 pounds.

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NEW BRITAIN CONNECTICUT.
NEW YORK CHICAGO

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Hardware and Metal

Established 1888. TORONTO, NOVEMBER 27, 1915 Vol. 27. No. 48

Educating the Public to Shop Early

The Unfortunate Last-Minute Shopping Practice is Hard on Both Retailers and the Public—How Some Merchants Combine to Correct the Evil—Co-Operation Results in Better Business All-Round

THE disadvantage entailed on the retail merchant by the public leaving Christmas shopping until the very last moment can only be overcome by the retailer making an early start himself, and by a continuous publicity campaign.

Although Christmas buying this year has started earlier than usual, and educational work, carried on by large retail firms encouraging early Christmas shopping, has had a splendid effect, the fact remains that thousands of people will, as usual, postpone their shopping until the last minute. A great deal of Christmas shopping, which should be more or less evenly distributed over a period of a month or six weeks, is generally left until the last week. People postpone their shopping until the last moment. The result is that during the last two weeks before Christmas the stores are crowded, and are forced to handle a larger volume of business than they have the facilities for. In other words, the stores must handle more business than they can do with profit to themselves and perfect satisfaction to the customer.

Salesmen Handicapped

In order to handle the Christmas trade with the best degree of satisfaction merchants are forced to make special efforts to put on a larger staff, and in every way to exert the service facilities of their stores to the highest possible degree.

The result is that not as much business is done as would otherwise have been the case. Customers have not the time to make proper selection of gifts, generally taking the first thing they find which seems to answer their requirements. Salesmen have not the opportunity to induce customers to purchase gifts which would suit them best. Thus it is, generally speaking, a case of take the first thing which presents itself and which costs the desired amount.

There are, of course, people who carry out their Christmas shopping on a systematic basis. Many plan well in advance what they intend to purchase, and proceed to carry out these plans in the most systematic way. Frequently many of the desired articles will have been secured several weeks before the holiday. The average person leaves his or her shopping until the last week, or in a great many cases until the very last day.

The Public Suffers

In the first place, this practice, which is so unfortunately common, results in the public not getting as much satisfaction as they desire. By the time that most people get down to serious Christmas shopping the stock in the various stores has been picked over, and only a meagre selection is left. It is safe to assert that no person who leaves shopping until the last moment in this way is ever able to make up his or her list satisfactorily.

WIN THIS PRIZE

An important announcement appears on page 29 of this issue. A special cash prize of $15, or a watch of equal value is offered to the window trimmer who dresses the best window with goods which are advertised in this issue of Hardware and Metal, or the products of firms whose advertisements appear in this issue. This is not connected with the annual window display contest also announced in this issue. It is a special prize and is offered in addition to the eight cash prizes offered in the annual contest.

But More So the Merchant

But the chief brunt is borne by the merchant himself. It is, therefore, incumbent upon him to improve conditions as far as lies in his power. If he can induce more people to make their purchases at an earlier date, his own profit will be increased in accordance therewith.

There is only one way in which this can be done. The merchant must keep continually impressing upon the public the importance to themselves of doing their shopping before the real rush begins. This can be done by starting to display Christmas goods early, by advertising early and continuously, and by impressing upon people the fact that Christmas is rapidly approaching.

It should be borne in mind that the average person does not leave shopping until the last moment through malice aforethought, but rather through carelessness. "I will leave it until to-morrow," is the mental attitude of the average person to the question of shopping. In this way, they keep leaving it off day after day until the very last moment, when it is impossible to leave it off any further. It is only this fact that finally does force some people to get down to business. If proper methods were taken to keep before the minds of such people the fact that Christmas is growing closer all the time, it is certain that they could be induced to start their work of gift selection long before the time they do when left to their own resolutions.

If the merchants in a town would start in November or early in December to talk Christmas and to bring the suggestion of Christmas prominently forward in many ways, the result would be the shifting of the burden of Christmas shopping from the last few days to a period of two or three weeks previous to the holiday.

Is the Merchant to Blame?

It is perhaps the merchant who is to blame in the first place. A good many retail merchants do not begin to seriously cater to the Christmas trade until the last two weeks. About that time they begin to show Christmas goods in their store, to put in attractive window trims of articles suitable for gift-giving, and to put holly and other decorations throughout the store which suggests Christmas to customers. If this work were to be commenced a fortnight previous, the result would be an equal ac-

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Selling Stoves to Quebec Farmers

IT was just before the big fire at Three Rivers, Que., about eight years ago, that Henri Nobert, now one of the largest dealers in the city, started to paddle his own canoe. For about eighteen years he had been in the employ of a hardware firm in Three Rivers, and the time had arrived to start out on his own hook. His shingle went up on a side street, and lucky for him it did. When the last line of hose had played, and the fire gong struck "fire out," it was discovered that Henri Nobert was about the only man in town with a stock of hardware left.

Flood of Business.

Here was his tide coming in at the flood with a vengeance. And he took it. He took it by working from 5 a.m. to 12 midnight, handing out builders' hardware, galvanized iron, nails, hammers, saws, tools of every description. His small stock was a mere flea bite to what was wanted, and it became necessary to send S. O. S. calls to Montreal jobbers

Mr. Nobert learned a lesson in that first year's business which beat square root to a frazzle. When it came to delivering the goods—that it's the man who gets the goods on the spot quickest who eventually handles the dough. His turnover for that year amounted to $45,000, which was not bad for a beginner. Moreover, it was the best ad. he ever inserted, and it set him on his feet as a hardwareman in Three Rivers.

Exterior view of the hardware store of Henri Nobert, Three Rivers, Que.

A Few Figures

Mr. Nobert states that his turnover in eight years has jumped to over $100,000, and he expects to show an increase for 1915. While sales of builders' hardware have declined, there is a healthy look about some of his lines. Of linseed oil since March, he has disposed of 50 bbls.; also 20 tons of white lead. From spring until now, sales of glass have totalled three cars. With one firm alone he has contracted for $2,500 worth of ranges for the year 1915; he expects to sell these, and more, not mentioning other makes, and furnaces and heaters. Sales of galvanized iron totalled two cars this year. His sporting goods department looks healthy. He disposed of 15,000 loaded shells during the past twelve months.

Now a sale of $2,500 worth of ranges is something to write home about. Many of them were disposed of in Three Rivers, but the majority have gone to farmers in the prosperous villages in the vicinity, such as Champlain, Batis-

Interior view in the hardware store of Henri Nobert, Three Rivers, Que.

can, St. Jite, St. Thecle, and Cap de la Madeleine. In the latter place there is a pulp mill running full time. Then the farmers have so much money, they are lending it in the city at six per cent.

They are spending it too on hardware, and while talking about stoves, it might be a good idea to explain why it is easy to sell them here. First and foremost, of course, the farmers' have money. Secondly, the stoves they have been using up to the present, in many instances, belong almost to the pre-historic age. They are of the two-storey type, i.e., they have a fire box beneath, and an oven on top, and the dimensions are such as to permit wood 24 to 30 inches long to be used as fuel.

The day when wood can be used economically as a fuel in this district has passed. It costs more, is a nuisance, and more than that the farmer wants something more fancy and practical than he has had.

Economy is a good selling argument, and cleanliness is a good clincher. The old two-storey structure is taken in part exchange, about three dollars as a general rule being allowed for it. It is sold for scrap to the local foundries, who are always in the market for it, paying 50c per 100 lbs., and sending for it. As these stoves weigh five to six hundred pounds, the dealer breaks about even.

Good Talking Points

Another feature of the modern range which appeals to the farmer is the closet. When it is pointed out to him that, no matter how late he is in coming from the fields, his dinner is kept warm, he is interested. He likes, too, the warm water reservoir; so does his wife.

While the hot air furnace is gradually coming into favor in country districts, some farmers cling rather tenaciously to their Quebec heaters. Whereas he wants to be as much like the city folk as possible, he cannot imagine a home in winter that is warmed by anything but the heater which has become so characteristic of this Province. However, he is accepting a compromise in the shape of a combination Quebec heater and oven, a comparatively recent idea, and a very handy thing for a small family. It permits with one fire, the heating of the house and the cooking of the dinner. A wood grate goes with it suitable for summer time, when heat is required only for cooking. At the same time there is a big demand still for Quebec heaters, and Henri Nobert claims to have doubled his sales within the past twelve months. He attributes many of his sales to the use he makes of booklets sent to him by manufacturers. The farmers read them, often write in for prices, and Mr. Nobert sticks right to them until he has the order.

Don't let anybody assume that he sticks around the farm. It speaks well for business, for the service he gives, and perhaps for the quality of his letters, that he is able to bring all his business in without a single traveler, or without leaving the store.

An Ardent Advertiser

Mr. Nobert is a believer in printer's ink. He uses every newspaper in town, and both moving picture shows. For the latter, he has a special plate for each season. If fishing is on, his picture shows an angler; if baseball, he shows something that brings the boys to the store for bats, balls and mitts; if it is clean-up, paint-up time, his ad. reads "Use ———— ———— to keep your house looking fresh," with a picture of a house that is good to gaze upon.

One day a man came into the store and said: "I see you are advertising varnish stain for old furniture, at the movies. Give me a can." He came back for six cans to do all his furniture.

Distribute Literature at the Fair

The annual fair provides an opportunity to reach seven or eight thousand people per day. At that time he gets all the literature he can from the manufacturers, with his name at the bottom of each sheet or booklet, and engages a man to distribute them on the fair ground. These booklets are taken into the country, and help to offset the mail order catalogue. They are much handier too, being a special treatise on each individual line.

More Repairs Than Building

There's no denying the fact that building, like in nearly every other town, took a slump this year, but while the demand for builders' hardware fell off in Three Rivers, in the country it held up fairly well. It is interesting to note that the demand from the country was more for cheaper hardware. Above it is stated that Mr. Nobert disposed of two cars of galvanized iron this year. This is accounted for by the fact that, while building has fallen off, there has been more repairing done, in fact, the repair permits granted in Three Rivers this year were double those of ordinary years.

Business in the Three Rivers district is unusually good, and in certain cases it

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An Unusual Opportunity

Window trimmers are offered a special cash prize of $15, or watch of equal value

IN addition to the eight cash prizes offered in Hardware and Metal's annual Christmas window display contest, announced on page 36 of this issue, a special prize of $15 cash, or a watch, of equal value, suitably engraved, will be given for the best window display dressed exclusively with goods advertised in this issue of Hardware and Metal, or with the products of manufacturers whose advertisements appear in this issue of Hardware and Metal.

This does not mean that only goods featured in the advertisements this week can be used. There is no restriction as to the goods shown in the displays, as long as they are the products of firms whose advertisements appear in this week's issue.

The contest for this special prize is open to all retail hardwaremen and clerks in Canada. All photos of displays must reach the office of Hardware and Metal by Friday, December 31. No photos received after that date will be entered unless there is proof they have been delayed in transit.

Each contestant will be expected to send in, along with photograph of the window display, a list of the articles appearing in the display, and also the names of the manufacturers of the goods shown.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto, Ont., and marked, 'For Special Prize Contest.'"

AN ANNOUNCEMENT REGARDING THE ANNUAL CHRISTMAS WINDOW DISPLAY CONTEST APPEARS ELSEWHERE IN THIS ISSUE

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, NOVEMBER 27, 1915 No. 48

IS IT MANIPULATION?

A NOTE of warning regarding the advance in futures on spelter has been sounded by the *American Metal Market.* It is stated that there has been no satisfactory explanation for the advance in futures and it is suspected that advantage is being taken of the scarcity of supplies abroad, and the insufficient freight accommodation to manipulate the London market.

It is claimed that the American trade are inclined to regard the London quotations with a great deal of suspicion, for it is thought it is not at all unlikely that the English prices are being advanced in order to advance the American market. Every day during the last two weeks there has been more spelter offered for sale than there were buyers for, and yet nearly every day the price has advanced in accordance with London and yet the United States export trade is only taking one-fifth of their production. It is said England has not been a large buyer of late, and that it is a matter of common knowledge that domestic consumers are buying sparingly and in the majority of cases are confining their purchases to this year's deliveries. This being the case the market seems to be establishing itself on a false foundation which could be destroyed at a short notice by a loosening up in the London market. The situation at present is likened to the one that existed last June, and the same sort of a collapse is bound to follow if sellers permit artificial conditions to control prices.

The *Metal Market* states in part, as follows:

"It is said that present prices are justified because nearly all producers are sold out for two months and some are sold out until next April, but if we remember correctly nearly all the producers in June were sold out for the balance of the year and on that account some buyers were frightened into paying 24c to 25c St. Louis for extended deliveries, only to find the price 50% lower a few months later. This time buyers are not being so easily frightened and there has been no wild rush to buy as there was earlier in the year.

"The prices to-day are unchanged for prompt, November and December, but are ¼c higher for the first quarter and ¼c to ½c higher for the second quarter."

THE ACTIVITY CONTINUES

REPORTS from buying centres in Canada indicate that the buying movement is gaining in momentum and the feeling of optimism so noticeable of late, continues to develop.

The record crop which has been harvested this year has had an excellent effect on trade generally. There is a feeling that even though the demand for munitions in the coming months shows a falling off, the outlook is bright, owing to an era of industrial prosperity which is materializing.

The beginning of the new year is expected to bring about considerable activity in railroad betterment, and shipbuilding, particularly in the latter.

War orders will assist materially in keeping factories busy during the coming winter months. Many factories that were running short time prior to the war are now working overtime.

Orders for the large calibre shells are being placed, but in what quantities is not generally known. The Munitions Committee has fixed the price of steel for shells at 3½ cents per pound.

The steel industry is passing through a phenomenal period of prosperity which will benefit the trade to a degree never anticipated as recently as twelve months ago. Indications point to considerably less unemployment this winter and to improved economic conditions throughout the country.

GREAT BOON TO WESTERN BUSINESS

THE rise in the price of wheat during the past month or six weeks represents millions of dollars more to the Western Canadian farmer than he anticipated getting. Six weeks ago the price of No. 1 western wheat was around 88c in Winnipeg. The price has gradually advanced since then until to-day

it is around $1.04½. This means an advance of 16½ cents per bushel.

The estimated production of wheat in Manitoba, Saskatchewan and Alberta is somewhat over 300,000,000 bushels. At 16½ cents this would mean no less than $49,500,000 more for the Western wheat than the farmers expected six weeks ago it would be worth.

The last report of the grain situation in Winnipeg available shows that after allowing for seed, feed, etc., there was a balance of wheat in farmers' hands to market of 121,203,100 bushels. At the extra 16½ cents this would mean practically $20,000,000 in excess of what would have been received by the holders had the price of wheat remained at the 88 cent mark. At $1.04½ cents it will be seen that altogether it will mean some $126,000,000 yet to be handed over to the farmers of the three Prairie Provinces.

What this huge amount of money will mean to the business of the country can only be surmised. That the benefits will be great goes without proof. It illustrates the splendid situation of the Western farmer at the present time and reflects the splendid trade that retail merchants will secure this Fall, Christmas and Winter. "Two crops in one" is the way some of the Western farmers designate the yield this year.

SCARCITY OF HIGH-SPEED STEEL

THE situation in regard to high-speed tool steel is becoming a matter of grave concern to the engineering industry and more especially to owners of plants making munitions. The crux of the situation is largely the scarcity of tungsten. This alloy which gives to high-speed tool steel its peculiar characteristics, was formerly obtained from Germany and is also obtained from Burma, while tungsten powder is now being made in England. The supplies of tungsten now available would hardly be sufficient to meet the demand under normal conditions, but under prevailing conditions, due to the war, the demand for tool steel has increased to such an extent that the greatest difficulty is being experienced in obtaining sufficient tungsten.

The British Government owing to the enormous and urgent demand in Great Britain has practically prohibited the export of tool steel. Supplies coming to Canada from that source are therefore very limited.

The inability of the mills in the United States to meet the demand for high-speed tool steel is another factor which is also responsible for the present situation. The demand has risen so rapidly that the mills have got behind on their orders and consumers have to be contented with what they can get regardless of price, which does not cut much of a figure when the steel is required for munition plants.

Warehouse stocks are practically depleted, supplies therefore are now coming direct from the mills. The heavy demand in the States is naturally restricting the amount available for Canada and with the English supply to a large extent cut off, the scarcity of tool steel in this market is being severely felt. There are no indications of any improvement in the situation. The demand is on the increase and prices are advancing to unheard of figures. Even if the war were to stop to-morrow it is highly probable that the mills would continue active as warehouses would have to be stocked up.

INDUSTRIAL ACTIVITY

CITIES regarded as manufacturing centres are now reporting generally that orders are improving. Most of their industries, says *The Financial Post,* have on hand demands from the Government for munitions for one kind and another, but in addition, other orders of a domestic character are beginning to increase in volume.

Taking Hamilton as an instance, it will be found that its work people very generally are employed at good wages which they are now spending in a normal way in necessaries of life. That city is to some extent a wholesale centre and the houses engaged in that business state that substantial orders are now arriving from the Canadian West. We have referred to this city as being typical of manufacturing cities generally. Undoubtedly their position at present is very much better than at the corresponding period a year ago. Then the outlook was very uncertain, in fact, gloomy, but to-day, almost despite the fact of war existing, it does not appear that such cities can be again faced with a period of depression such as existed during the months following the outbreak of war.

THE MORE active we make conditions here the sooner will the ranks of khaki march down Unter den Linden.

* * *

DON'T BE satisfied because you are holding your own against your competitors. You ought to be gaining on them.

* * *

THE YOUNG man who is going to make good must possess the qualities requisite for success. If he does not possess them, he must develop them.

* * *

THE MORE knowledge there is in existence concerning the basis of granting credit and the handling of credit, the better for the business community, and the place to first commence an inculcation of credit knowledge is in our educational institutions.

* * *

WHAT BANK manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

Announcement of Prize Winners

Window display which won $50 cash prize in Dominion Cartridge Co. window display contest. This display was arranged by Chas. Byford, for the Bond Hardware Co., Guelph, Ont.

THAT the recent window display contest conducted by the Dominion Cartridge Co., Montreal, was a success, is clearly shown by the large number of entries and the exceptionally high standard of the displays submitted. The conditions of the contest, announced in Hardware and Metal some time ago, stipulated that the display should contain only Dominion ammunition. This, of course, did apply to powder, arms and hunters' supplies. One of the conditions of the contest was that in each display the new window trim supplied free by the company was to be used in whole or in part.

The judges were S. W. Tilden, mgr. the Mortimer Co., Ltd.; R. S. Mullen, eastern mgr., Gagnier Advertising Service; H. M. Reed, eastern mgr. Hardware and Metal.

Prizes Offered

Two hundred and twenty-five dollars were offered in prizes as follows: First prize $50, second $25, third $15, fourth $10, and five prizes of $5.

Extra Prizes

As a matter of fact, when the pictures came before the judges, they were unable to choose five winners for the $5 prizes, there being so many of almost equal quality. With the consent of the Dominion Cartridge Co., the number of $5 prizes was increased to twenty, making the total amount distributed three hundred dollars.

The response was a great surprise to the Dominion Cartridge Co. Apart from the fact that the advertising matter supplied by the company was such as would assist in making an effective display, the fact that each contestant received a dollar for every picture sent in, regardless of whether the competitor secured a prize or not, made the contest particularly interesting. This money was forwarded immediately on receipt of the picture.

Considerable difficulty was experienced by the judges in coming to a decision, each of them spending a full day going over the pictures received. After each had made his own selection, the three judges met and decided upon the winners. Each judge selected twenty-five pictures in the order of his personal preference. It was found that the seventy-five choices represented thirty-

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The above display secured second prize ($25) in the Dominion Cartridge Co. contest, and was arranged by D. A. Smith for the Day Hardware Co., Red Deer, Alta.

EVENTS IN THE TRADE

Obituary

Toronto, Ont.—The death occurred here recently of H. M. Green, who for many years was in the hardware business at Ridgetown, Ont.

Start New Company

M. R. Griffiths has severed his connection with the Gurney Foundry Co., Toronto, and has gone into business with W. J. Young, formerly of Fess Systems, Ltd. The new firm's name is Three-O-System Co., located at 353 Yonge Street, Toronto. The new company will sell a rotary system of burning fuel oil for heating and power purposes.

Dominion Incorporations

Dominion Copper Products Co., capitalized at $400,000, head office Montreal, to manufacture and deal in copper, brass and other metals.

Canadian Lockers, Ltd., capitalized at $100,000, head office, Toronto, to manufacture and deal in lockers, safety deposit vaults, vending machines, etc.

Ontario Incorporations

The Brandon Shell Co., capitalized at $100,000, to take over the business of the Brandon Shell Syndicate of Toronto, and to manufacture and deal in munitions of war.

Ideal Foundry Hardware Co., capitalized at $50,000, head office Toronto, to take over as a going concern the business of the Imperial Foundry Company.

Italian Mosaic and Tile Company, capitalized at $40,000, head office Toronto, Ont., to carry on the business of tile manufacturers, etc.

Personal

Fred J. Mills, of the Mills Hardware Co., Hamilton, Ont., is now at Kingston, Ont., taking a course to qualify as a commissioned artillery officer.

Capt. Costyn Cutcliffe, of Turnbull & Cutcliffe, hardware merchants, Brantford, has been appointed to command the 125th Brant County Battalion, which it is proposed to form for service at the front.

Chas. A. Craig, of D. H. Howden & Co., London, Ont., was a business visitor in Toronto this week. Mr. Craig spoke optimistically regarding business conditions in Western Ontario, and stated that retailers are now buying more freely than for some time past.

An Explanation

Remington Arms — Union Metallic Cartridge Co., announce that owing to rumors which have gained circulation to the effect that the company has changed hands, they feel called upon to advise

WALTER C. ALLEN,
President Yale & Towne Mfg. Co.

An article on page 37 of last week's issue of Hardware and Metal, told how Mr. Allen worked his way up from truck-boy to President of the company.

the trade that the "Remington Arms Co. of Delaware" whose plant is located at Eddystone, Pa., and which was sold to the Midvale Steel & Ordnance Co., was merely a subsidiary company organized solely for the execution of a large order for military rifles. No sporting rifles were manufactured at that plant. The Remington Arms works at Ilion, N.Y., the Union Metallic Cartridge Works and the new Remington Arms Works at Bridgeport, Conn., and the Remington Arms-Union Metallic Cartridge Works at Windsor, Canada, have undergone no change whatever, and no change is contemplated.

Sales Managers Organizing

Winnipeg, Man.—Organization among the representatives of the various wholesale houses in the city has now spread to the sales managers, and at a meeting held recently in the board room of the Canadian Credit Men's Association, at which 24 sales managers of local wholesale houses attended, the launching of "The Sales Managers' Association of Canada" was successfully accomplished. W. L. Helliwell, of the Gurney Northwest Foundry Co., presided and those present were representative of all trades.

A committee of five, including C. H. S. Bamford, of the J. H. Ashdown Hardware Co., and W. J. Wilson, of the Winnipeg Ceiling & Roofing Co., was formed to evolve a plan to submit to a future general meeting of sales managers. A joint meeting of credit men, sales managers and travelling salesmen will be held on Dec. 29. The evening entertainment will be in the hands of a committee of credit men under the direction of G. M. McBride, credit manager of Wood-Vallance, Ltd.

HARDWARE LETTER BOX

Hand-Knitting Machines

McKinley & Northwood, Ottawa.—Please advise, if possible, where we can procure a hand-knitting machine.

Hand-knitting machines are made and sold by the Dundas Knitting Machine Co., Dundas, Ont.—Ed.

CATALOGUES AND BOOKLETS

Christmas Suggestions

George Wostenholm & Son, of Sheffield, England, through their Canadian agents, A. Macfarlane & Co., of Montreal, have issued to the trade a very useful little booklet of Christmas suggestions from Montreal stock. The lines featured are: cases of cutlery, dessert sets, fish sets, fruit sets, manicure sets, child's sets, fish carvers, bread knives in cases, teaspoon sets, miscellaneous spoons and knives and forks. This booklet should prove to be a valuable guide to the dealers at the present time.

THE JUNIOR CLERK'S PAGE

When Men Begin to Fear

Failure is Largely a Disease—Only One Way to Acquire Anything in the World—How to Win the Prizes of Life

WHAT we get in life we get by the law of attraction. Like attracts like. A poverty-stricken appearance draws you toward poverty. If you don't look prosperous, assume a prosperous appearance at once. Whatever you may have managed to get together in this world you have attracted by your mentality. You may say that you have earned these things, that you have bought them with your salary, the fruit of your endeavor. True, but your thought preceded your endeavor. Your mental plan went before your achievement. The mental plan always goes first; the vision before the reality.

The text, "He that hath a bountiful eye shall be blessed," is the expression of a fundamental truth. The pictures you make in your mind's eye, the thoughts you harbor are day by day building your outward conditions.

Increase Your Power

The more you think and visualize favorable conditions the more you increase your power to realize them. You make yourself a prosperity magnet. This is its law. But if you allow yourself to hope one day and to despair the next, you are demagnetizing yourself as fast as you magnetize. You are destroying the pulling power of your prosperity magnet. You are neutralizing its affinity. You are making it a poverty magnet. Apparently you are trying to get something, while most of the time your mind is working in the opposite direction and driving it from you.

We are so made up that about all we get in life is the reflex of what first flows out from us.

If you are sending out a perpetual poverty current, a doubt current, a discouragement current, it does not matter how hard you may be working in the opposite direction, you will never get away from the current you set in motion. The sort of thought current you generate will flow back to you. The poverty current will never bring back the supply current; it will bring back more poverty. The failure current will not bring back success; it will bring more failure. This is a law.

Make Yourself a Magnet

You must think in a positive, determined way that you are going to succeed in whatever you desire to do or to be before you can expect success. That is the first condition by which you can make yourself a magnet for the thing you are after. It doesn't matter whether it is work, or money, or a better position, or health, or anything else. Your thought about it must be positive, clean cut, decisive, persistent. No weak, wobbly, "perhaps-I-may-get-it," or "maybe-it-will-come-some-time," or "I-wonder-if-I-shall-ever-be-this,-or-if-I-can-do-that" sort of thought will ever help you to get anything in this world or the next.

When young John Wanamaker started with a push-cart to deliver his first sale of clothing, he turned on a positive current toward a merchant princeship. As he passed big clothing stores he pictured himself as a great merchant, owner of a much bigger establishment than any of those he saw, and he did not neutralize or weaken this thought current by doubts or fears as to the possibility of reaching the goal of his ambition.

Power of Thought

Most people think too much about blindly forcing themselves ahead. They do not realize they can, by the power of thought, make themselves magnets to draw to them the things that will help them to get on. Wanamaker attracted to himself the forces that make a merchant prince. Every step he took was forward, to match the vision of his advance with its reality. If the young man had been satisfied with himself at the start he would have remained in his first little store in Philadelphia, and would never have become one of the greatest merchants the world has seen.

Failure is largely a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind becomes the life pattern, and the life processes build in accordance with the design held up to them.

We are what we are largely through auto-suggestion. Our fears, our anxieties, our doubts, our discouragements, our despondency, all the enemies of our success are daily woven into the pattern of our lives. Why do we allow those enemy thoughts to have any part in our plans, in our life weaving? We can think what we will. We can open or close the gates of our minds to any thought, suggestion or emotion, beauty or ugliness, love or hate, poverty or opulence. What we shall or shall not think is purely optional with us, but the result of our choice is decisive and determines our destiny.

Someone has said that no one even went to jail or to the poorhouse who did not attract the jail or the poorhouse to himself. A lifetime of observation and study of the question has convinced me that people who make miserable failures of their lives as a rule expected to do so. They had such a horror of the poorhouse, they lived in such terror of coming to want, that they shut off the very source of their supply. They had so warped their minds that they could see nothing ahead but poverty. They wasted the precious energy which might have been utilized in happiness building,

(Continued on page 40.)

A RARE OFFER

A hardwareman in a Western Ontario town recently engaged a clerk who said he was a good card writer. The firm's window trimmer had just arranged a display of vacuum cleaners in one of the show windows and the boss instructed the new clerk to prepare an appropriate show card and place it in the window. A few hours later the boss saw two ladies looking at the display and apparently laughing at something in the window. After the ladies passed on, the boss went outside and was amazed, on looking in the window, to see a large and elaborately prepared show card bearing the following, "Don't kill your wife. Let the Cleano Vacuum Cleaner do the Work."

Expects a Bigger Christmas Trade

Hardware Merchant's Opinion of Outlook for Christmas Trade—Reasons for Optimism—Manufacturers' Advertising Campaigns Assisting Retailers — Lines That Are Going to Sell This Year

A WELL known Ontario retail hardwareman, discussing trade conditions the other day said, "I have been in the hardware business for many years, and have put on a good many successful selling campaigns during the four weeks preceding Christmas, but I do not remember a year in which the prospects for business looked better than right at the present time. The factories in our city are now very busy. There is little or no unemployment. Deposits in the savings banks are the largest in the history of our country. During the past few weeks there has been a general loosening of purse strings and the general public is buying more freely. Collections from the retailers' standpoint have shown considerable improvement of late. There is evidence of a general return of prosperity, and although trade in some lines such as builders' hardware, etc., has not been as good as in former years, I feel confident that the Christmas trade during the month of December, as far as the retail hardwareman is concerned, should be considerably better than in any former year."

Some of the Reasons

There are several reasons that would justify a prediction that the Christmas trade this year will be ahead of previous years. In the first place, it is generally admitted that the giving of practical gifts will be more general this year than in previous years. Useful gifts such as many of the articles sold through the hardware trade, lose nothing in attractiveness. If you are in doubt regarding this point, visit a modern hardware store and examine the goods shown in the cutlery, electrical appliances, and household goods departments. Or, examine some of the excellent window displays which appear from time to time, and especially during the few weeks preceding Christmas.

Many of the finest window displays shown in Canada during the Christmas season, appear in hardware stores.

Scarcity of Goods

There is another phase of the business situation, that confronts the buying public this year, and it is the scarcity of many lines of gift goods which were offered in former years, by other branches of the retail trade.

Thousands of articles secured from Germany and Austria in former years, will not be shown on the Canadian market this year. They will be replaced by other lines—mostly practical articles. And not a few of the latter will be sold by the retail hardware trade.

Manufacturers Assisting

Manufacturers of electrical devices, table ware, auto accessories, clocks, and many other lines sold through the hardware trade, are at the present time conducting mammoth advertising campaigns, which are bound to send thousands of customers to retail hardware stores through the Dominion.

These campaigns are being conducted on a larger scale this year, than in any former year, and will prove doubly effective for the retailer, if the latter will link-up with the national campaigns, and make use of the many dealer helps which are offered free of charge.

Attractive display cards, window cards, cut-outs, leaflets for distribution to customers, etc., can be secured at little or no cost to the retailer, and if used in conjunction with the retailer's regular newspaper advertising and window displays will prove very effective in pulling business.

What To Sell This Year

Since last Christmas many new lines have been developed and placed on sale in hardware stores. Electrical devices are being sold now, on a larger scale than

The above display will furnish many suggestions for use by hardware window trimmers during the next few weeks, when Christmas window displays are being made. This display, arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, was entered in Hardware and Metal's annual Christmas window display contest last year for places of 5,000 population. Window trimmers should note the wide range of gift goods on display without any signs of overcrowding. The background, featuring cutlery almost entirely, is decidedly attractive.

in any previous period. What is more useful or attractive, than an electric toaster, or grill, an electric iron, or even a reading lamp. All these devices make excellent Christmas gifts. But there are many other excellent selling electric devices. They include, electric vacuum cleaners, curling irons, disc stoves, percolators, heating pads, milk warmers, etc.

One hardware firm has already taken orders for a large number of electric sewing machine motors to be delivered the day before Christmas. These motors make an ideal gift, and can be used on almost any sewing machine.

Last, but not least, is the electric washing machine and wringer. Some merchants are obsessed with the idea that electric washing machines and wringers are slow sellers, they may be in some localities, but a surprisingly large number are being sold by hardware firms who have been going after the business.

Other lines for which there should be a heavy sale this year are cut glass, silver plated ware, table and pocket cutlery, skates and sporting goods, hand sleighs, shaving outfits, razors, strops, brushes, candle sticks, thermos-bottles, food choppers, brass jardinieres, fern dishes, coffee mills, casseroles, bread mixers, scissors and hundreds of other articles.

Tools Good Sellers

Tools should be in good demand this year. They can be sold in sets or separately. Parents whose boys are attending manual training schools should be easily interested in tools.. Automobile tool kits should also sell readily, to those who wish to present gifts to autoists.

Automobile and carriage warmers make ideal gifts, not only for auto owners, but for those who are forced to do considerable driving during cold weather. Motor luncheon sets make ideal gifts for motor owners.

Other hardware lines that should be specially featured during the Christmas buying season are stoves and heaters, washing machines, wringers, aluminumware, enamelware, mitts, guns, rifles, door mats, fancy coal boxes and coal hods, fire sets, etc.

Using Show Windows

In order to place before the public, the many lines which a hardware merchant has to offer for the Christmas trade, it is necessary to use all available display facilities.

Display space is valuable at all times but doubly so during the Christmas buying season.

At this season the show windows of retail establishments are scrutinized more closely than at any other time. Newspaper announcements are watched closely, and booklets and other advertising matter scanned carefully by the buying public.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

SEE SPECIAL PRIZE ANNOUNCEMENT ELSEWHERE IN THIS ISSUE

The one big question during the next few weeks will be "What can I Give?" The hardwareman should this year be able to answer all inquiries, and meet all demands, and as a result of his readiness be able to reap a rich harvest of profits from the Christmas trade of 1915.

EDUCATING THE PUBLIC TO SHOP EARLY

(Continued from page 27.)

celeration in the shopping gait of the public.

Merchants Combine

In some places the rule has been followed for merchants to get together and plan out a systematic early shopping campaign. The result is that all the stores in town begin early to show Christmas goods, the advertising columns of the newspapers are full of suggestions to customers, on every hand there is the suggestion that Christmas is growing closer; and the result is that the public begins early to lay in a supply of Christmas gifts. Where merchants combine in this commendable endeavor, the result inevitably is a better and earlier Christmas shopping season.

Where it is impossible to get all merchants in town working along the same line, each individual merchant should do his best to bring about this much-to-be-desired culmination. The progressive merchant, who starts out to do the best he can along this line, can rest assured that the result will be a larger share of trade for his store and a better distribution of it over the period preceding Christmas.

How to Prepare a Christmas Booklet

Leaflets and Booklets, if Properly Prepared and Judiciously Distributed, Will Produce Good Results for the Retailer in Securing Christmas Trade — Suggestions for Contents

By L. E. CURTIS

THERE are many ways by which hardwaremen in towns and cities throughout Canada can advertise and feature Christmas gift suggestions.

Newspapers, programs, movie shows, window displays, circulars, booklets and many other mediums are used.

All the above, if properly used, can be made to pull a very considerable amount of business.

The Use of Leaflets or Booklets

A comparatively few hardware firms use leaflets or booklets which give lists of gift suggestions. In some cases illustrations are shown.

The cost of preparing a 4 or 8-page booklet featuring gift suggestions would not be very great, and if the booklets were distributed judiciously they would certainly pay for themselves many times over.

The idea of this article is to give retail hardwaremen some ideas, which they can put into practical use, if they so desire, in preparing advertising leaflets or booklets.

Christmas is rapidly approaching. Considerable buying has already taken place, but the bulk of the Christmas gift buying is done between December 1 and Christmas Eve.

Every hardware retailer, who has kept abreast of the times and has a modern hardware stock, has in stock many articles suitable as Christmas gifts. A good idea is for the retailer to have prepared—printed—his Christmas gift list.

This can be made into a four or eight-page leaflet, or a booklet of large or small dimensions as desired.

Suppose that Mr. Blank, of the Blank Hardware Co., wants to get out a Christmas gift booklet of eight pages, but hardly knows how to go about it. In his stock are dozens of things that make ideal Christmas gifts. Mr. Blank could get out a modest eight-page leaflet, 3¼ in. x 6 in.—just the right size to go in a No. 8 envelope—say, in two colors. A suggested treatment for the first page of the proposed leaflet is shown in the accompanying suggestion on this page.

The Contents of Blank's Leaflet or Booklet

Mr. Blank can arrange his suggestions variously. For example, he can group his suggestions under such headings as:

Gifts for Grandfather.
Gifts for Grandmother.
Gifts for Father.
Gifts for Mother.
Gifts for the Big Sister.
Gifts for the Big Brother.
Gifts for the Girl.
Gifts for the Boy.

By going about the matter in this way, and by going over his stocks very carefully, dozens of things will suggest themselves. Suppose that it is "Gifts for Father." Here are some suitable things: Safety razor, pocket knife, tools of various kinds, reading lamp, napkin ring, smoking outfit, ash tray, and dozens of other articles.

Prices ought to be given and descriptions, if possible.

Suggested first page Christmas treatment for a leaflet which retailers can have prepared for distribution during the Christmas season. See accompanying article for elaboration of idea.

Or the gifts can be suggested otherwise—classified as to price. For example:

Gifts for 25c and less.
Gifts for 50c and less.
Gifts for $1.00 and less, and so on.

Or gifts can be listed in still another way:

Gifts of utility (a vacuum cleaner, for example).
Gifts of ornaments (brass candlesticks).
Gifts of silver (a silver teapot).
Gifts of a personal nature (skates).
Gifts which all may enjoy (an oil stove).

A leaflet or booklet of this kind will be greatly valued by gift-makers, and should prove a good investment. The booklets could be mailed out to a selected list of prospects, or could be handed out by salesmen to customers who visit the store.

In every district there is potential business for the retailer who will dig it up. Hardwaremen must be more than order-takers; must do more than wait for business to drift their way. The creation of business is enriching in many ways.

Gifts for Soldiers

There are several important and unusual features in connection with the Christmas trade of this year. Thousands of soldiers are now in training in various towns and cities in Canada. Friends will shower them with Christmas gifts. Already there are retail hardwaremen, with keen foresight, who are pushing the sale of razors, pocket cutlery, electric flashlights, shaving mirrors, razor strops and other articles used by the soldiers. It would therefore be a good plan when making up a booklet of gift suggestions to have a good number of articles listed under the heading "Gifts for Soldiers."

Gifts for the Autoist

Auto owners can now be numbered in thousands, in fact there are in the neighborhood of 200,000 automobiles in use in Canada. Why not run a list of gift suggestions under the heading, "Gifts for the Autoist."

There is an almost endless list of articles suitable for gifts for auto owners. A few of the articles are:—Carriage heaters, rugs, mats, electric flashlights, thermos bottles and lunch kits. tool kits,

(Continued on page 40.)

METHODS *in* CHRISTMAS MERCHANDISING

In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. Christmas buying has started earlier than usual this year, and the merchants who go after the trade early in the season are the ones who are most likely to show increases on the Christmas trade of previous years.

Price Tickets That Talk

NEAT price tickets shown on Xmas goods are great sales producers. At this season of the year, people are looking around for goods suitable for Christmas gifts. Many customers appear to be too timid to ask questions regarding the price of goods. They fear that they will bother the clerks too much. It often happens the customer who does not ask questions gets the idea that the unticketed article is high in price, when as a matter of fact it is just about the price the customer would want to pay for a gift article.

Last December a retail hardwareman secured a snap on several dozen pearl handled butter knives, pickle forks, etc. They could be sold at 75c each and yield a good margin of profit.

They were placed in the show window, unticketed, along with other goods, but the merchant received very few inquiries. People would look in at the display of goods and then pass on. A salesman suggested that price tickets should be placed on the goods, to let the public know the prices.

Within half an hour after the 75c price tickets had been placed on the butter knives, pickle forks, etc., they began to sell, and by the end of the day the stock was sold out. The merchant had a snap to offer to the public, but he neglected to let the public know about it. Had it not been for his alert salesman who suggested price tickets, the chances are the bulk of stock would have remained unsold and been carried over for another season.

What style of price card is best? The retailer can use plain cards if he so desires, but at Christmas time it is advisable to use something appropriate.

Almost every stationery store sells cards of various sizes, the most popular size measures about 1½ inches x 3 inches, bearing the inscription, "A Merry Xmas" or "Xmas Greetings," surrounded by a colored holly border. These cards may be purchased at a cost of 5 or 10 cents per package. The blank spaces on the cards, generally used for individual's names can be used for showing,—either by stamping or marking—the prices of the goods on sale.

The neat appearance of the cards add greatly to the value of the display, and at the same time tell the prospective customers the price of the goods offered for sale. A great merchandiser once said, "a piece of merchandise without a price ticket is a dead meaningless thing—but with one it becomes an answer to an unasked question."

* * *

Ideas That Sell Goods

A HARDWARE merchant who pushes the sale of electric irons, ice and roller skates, tools, etc., during the Christmas season tells customers that all parcels of articles sold as Christmas gift goods, are wrapped in holly decorated paper. This idea makes a hit with customers. The paper used is a white crepe paper, decorated in colors with holly patterns. It can be purchased at almost any stationery store, in rolls about 18 inches wide, and at a cost of about eight or ten cents per roll.

* * *

THE CHRISTMAS bazaar idea which originated in the large department stores has been followed in a smaller scale by retailers in various places. Some hardware firms use a section of the store for making a special display of all Christmas goods, and have it appropriately decorated for the occasion with holly, greeting cards, etc. Other firms hold bazaars on the second floor of the store, and show toys, sleighs, and other lines of goods in which the children are interested. In order to make a success of an undertaking of this kind it is necessary to advertise and let the public know that you are holding a bazaar. Otherwise the proposition will not pay, and the results will be very disappointing.

* * *

THE USE of show case lamps in silent salesmen or wall cases, makes a great difference in the display effect. One merchant, had a very neat display of coffee percolators, nickel-plated, and brass goods, case cutlery, etc., in a silent salesman and although the goods were beautifully finished they did not show up to advantage. The merchant installed two show case lamps in the silent salesman and when illuminated they improved the appearance of the display several hundred per cent. The cost of installing the lamps was very small, and the results obtained were astonishing. Another merchant improved the effectiveness of his Christmas window display many times over by discarding the old incandescent lamps which he had used for two or three years, until they had grown very dim, and replacing them, at a moderate cost, with new lamps, which not only brightened up the display of goods but improved the appearance of the entire store front.

Telling the Public About It

If You Want to Sell Christmas Gift Goods You Must Let the Public Know What You Have for Sale—How Advertising and Display Methods Have Developed

NOT many years ago a faker visited a city where the annual fall fair was in full swing. He visited a hardware store and bought two dozen knife sharpeners, which retailed at ten cents each. He went out on the market square, stood behind a shipping case, and sold the sharpeners at 25 cents each, disposing of the lot in an hour's time, and cleaned up a clear profit of $3.60. How did he do it? He advertised. Had he placed the sharpeners under a bushel they would have remained there. and no sales would have been made.

The retail hardwareman is in much the same position. If he wishes to secure the portion of Christmas trade he ought to have, he will find that it is necessary to advertise.

There are many ways by which the hardwareman can advertise the fact that he is in a position to supply the needs of the gift-buying public.

Christmas buying this year has started earlier than usual. The department stores in the large cities are pushing Christmas goods. They advertise them. They do so in many ways.

Christmas goods can be advertised in the newspapers, by letter or circular, booklets, window displays, interior displays and in many other ways.

Hardwaremen, no matter where they are located, are bound to secure a certain amount of Christmas trade whether they go after it or not. But, what is the use of doing only fifty dollars' worth of business in a day, if by using modern methods you can do double that amount.

A writer in a contemporary not long ago, referred to the laxity of hardwaremen in going after business. The writer was evidently unacquainted with the actual conditions. for it is doubtful if there is any class of retail tradesmen who use more intelligent methods in going after business, than the retail hardwaremen of Canada. But there is always room for improvement, and the sensible merchant is always on the look-out for new ideas, and new helps that will help him to do a bigger and more profitable business.

Back Numbers

Of course, in any line of trade there are a few back number who never have and never will become big merchants.

An incident was related in this paper some time ago, telling of the methods of one of the small merchants who will probably always remain small.

This merchant said: "I don't think it is necessary to go to any extra trouble to arrange a window display. I have certain lines of goods and I will simply put them in the window without trimmings or price cards. I believe that if anyone is interested in the goods they will come in and ask what the price is. Price cards, show cards and other nonsensical decorations do not make the goods any better."

The merchant is certainly entitled to his opinion. Nearly everyone will admit that price cards, show cards, dealer helps supplied by manufacturers, etc., do not make the goods any better, but they certainly help to sell the goods. Axle grease does not make a wagon any better but grease helps to make the wagon run smoothly just as price cards, show cards and modern display methods help sales to run smoothly.

Creating a Desire for Goods

Opportunities for merchandising have multiplied many times over, in recent years.

The retailer of to-day has at his command facilities for placing his goods before the public in a manner undreamed of twenty or thirty years ago.

The manufacturers are to-day assisting the retailer more than they have at any time in the past.

The leading trade papers are to-day giving better service than in the past, and have in recent years provided dealer helps and services which were unthought of a few years ago.

There has been in recent years a huge all-round development in display and sales methods, and the public spends money more freely now than in olden days.

A trim from Eastern Canada. The above display of Christmas goods appeared in the show window of the Sumner Co., Moncton, N.B., and was entered in Hardware and Metal's annual Christmas window display contest last year. This display was arranged at very little cost and proved very effective. Among the various articles on display are silver plated cutlery, thermos bottles, safety razors, spoons, forks, knives, electric table lamps, scissor sets, carving sets, razor strops, manicure sets, cutlery in cases. Pocket knives are shown on the star hanging in the background. The window was brilliantly illuminated at night by electric lights shown in the background.

The store window has played a big part in this development. After all is said and done, there is no way to create a desire for goods like showing them. Put the goods out where people can see them and sales are bound to follow.

Tell the People

Telling people about goods—through the newspapers—is an effective means of bringing trade but advertising is more effective if backed up by window trims which show people the goods.

In the olden days, merchants had not learned this truth and they kept their stock hidden from sight.

People went without things which they would otherwise have bought and the commercial horizon was bounded by the actual needs of the people. Then merchants began to find that it paid to display goods and little by little, display methods developed until to-day the store window has become one of the most important parts of the establishment. And the growth of demand has kept pace with the development of the display idea. The store window to-day has a great deal to do with the readiness the public displays to buy what pleases it.

Prizes Offered

Realizing the importance of the show window as a medium for creating business Hardware and Metal has for some years past conducted an annual Christmas window display contest. Cash prizes are offered each year, and the contest is Dominion wide. Remarkable results have been attained as a result of this annual contest, not only for Hardware and Metal, and the window trimmers who take part in the contest, but for the merchants who through the excellent displays secure additional business.

This year's annual Christmas window display contest will be conducted as usual by Hardware and Metal.

Special Prize Offered

In addition to offering eight cash prizes in the annual Christmas window display contest, Hardware and Metal has decided to offer a special prize of $15 cash, or a watch of equal value, suitably engraved, to the Canadian hardware window trimmer who sends in the best window displays of goods made by manufacturers whose advertisements appear in this issue of Hardware and Metal.

No restrictions will be placed on the goods to be shown in the window displays as long as they are the products of firms whose advertisements appear in this issue.

Each contestant will be expected to send in, along with photograph of the window display, a list of the articles appearing in the display, and also the names of the manufacturers of the goods shown. Announcements regarding the contests appear elsewhere in this issue.

HOW TO PREPARE A CHRISTMAS BOOKLET

(Continued from page 37.)

auto trouble lamps, auto searchlight, electric horns, auto foot warmers, pocket testing meters, and dozens of other articles used every day by autoists.

Elsewhere in this issue is shown a page of gift suggestions listed under various headings. Almost any local printer can prepare a leaflet or small booklet at a very reasonable cost.

ANNOUNCEMENT OF PRIZE-WINNERS

(Continued from page 32.)

five different pictures, seventeen of which were chosen by all three judges. From the seventeen the winners were decided. Chas. Byford of the Bond Hardware Company, Ltd., Guelph, Ont., was the winner of the first prize of $50. In the judges' opinion, Mr. Byford's window combined to a remarkable degree, advertising value for the ammunition, attention value, the desire to hunt and, withal, was particularly well balanced. The judges advise that they were helped in judging this window by the description accompanying the photograph.

The second prize was awarded to D. A. Smith of the Day Hardware Co., Red Deer, Alta. Mr. Smith had taken excellent advantage of his fine window, and for symmetry, his display could not be excelled.

A. A. Letellier of the Kingan Hardware Co., Ltd., Peterborough, Ont., was awarded the third prize, since he had by the use of wild ducks created interest in the display. The ducks do not show in the photograph.

The fourth prize was given to C. H. Smith of the Ashdown Hardware Co. (retail department), Winnipeg, Man.

The judges refused to select five from the remaining pictures to receive $5, since they felt that there were 20 pictures which deserved substantial recognition. The company agreed to this. Those receiving the $5 prizes follow:

Acme Hardware Co., North Toronto, Ont.
Dressed by N. Smith.

Barton & Fisher, Port Arthur, Ont.
Dressed by Chas. Harvey.

Binn's Hardware, Newmarket, Ont.
Dressed by John F. Bingham.

Carter Bros., Picton, Ont.

Denmark & Burton, Chilliwack, B.C.
Dressed by Herbert Waddington.

D. H. Douglas, Chatham, Ont.
Dressed by P. E. Hughes.

Robert Duncan, Ltd., Montreal, Que.

Fallis-Foote, Port Arthur, Ont.

J. A. Flett, Vancouver, B.C.

F. W. Jeffery & Sons, Midland, Ont.

Johnson Bros., Boissevain, Man.
Dressed by G. A. Culbert.

J. B. Kernaghan, Prince Albert, Sask.
Dressed by W. K. Laing.

Latham's Hardware, Moose Jaw, Sask.

F. R. McMillan, Saskatoon, Sask.
Dressed by Herbert Daniels.

Manville Hardware Co., Prince Albert, Sask.
Dressed by T. J. Henderson.

Alex. Martin Sptg. Goods Co., Calgary, Alta.
Dresed by E. G. Foley.

N. B. Nicoll, Perth, Ont.

W. S. Piper, Fort William, Ont.
Dressed by C. F. Slater.

Rutherford & Kayser, Simcoe, Ont.
Dressed by J. C. Kayser.

Herman Young Co., Quebec, Que.
Dressed by Jas. W. Grant.

The first and second prize winning displays appear in this issue. The third and fourth prize displays will appear in succeeding issues of Hardware and Metal.

SELLING STOVES TO QUEBEC FARMERS

(Continued from page 29.)

is abnormally good, e.g., the case of cooking ranges. Farmers are paying anywhere from $35 to $55 for their stoves. In other lines there is a distinct tendency towards higher priced lines. Mr. Nobert informed the writer that his business in fishing tackle had improved considerably in 1915, and that people around Three Rivers are demanding more expensive rods. He is selling rods as high as $20. The same conditions apply to guns.

WHEN MEN BEGIN TO FEAR

(Continued from page 34.)

in expecting, dreading and preparing for the dire things that might come upon them, and according to the law they got what they dreaded and feared.

Competing for Prize

How often we hear people who have entered for a prize contest remark: "I am going to compete for the prize, but I know I shan't get it. Of course it would be foolish to think that I would be the only one out of thousands to succeed in winning the prize, but I am going to make a try for it."

Now, if you are going to win any of the prizes of life you have got to fling yourself into the contest for all you are worth. No half-hearted decision, no divided effort will do. You have got to be "all there," and you have got to believe you are going to win the prize. Every time you express a doubt of your ability to win you make your success so much less likely; you really rob yourself of so much efficiency.

There is only one way to acquire anything in this world, and that is to visualize that thing, to struggle toward it, think it, live it, until it is yours.

Here and there people are beginning to master the law of opulence. They are beginning to find that they can conquer poverty by making themselves prosperity magnets. That is, by thinking and working in conformity with it.

The trouble with most of us is that by our doubts, our fears, our unbeliefs, we dam up the channel of infinite supply flowing all around us. We cannot believe in the inexhaustibility of our resources and hence we ourselves pinch our supply.

Thousands of men who have succeeded had no better chance, perhaps a chance not half so good as thousands of others who have failed. This fact is gradually becoming clearly and definitely fixed in the average modern mind.

UNIVERSAL Christmas Gifts

UNIVERSAL
American-Sheffield Plate
Electric Coffee Urn
No. E8166

Get your share of the early holiday business by featuring UNIVERSAL Home Needs.

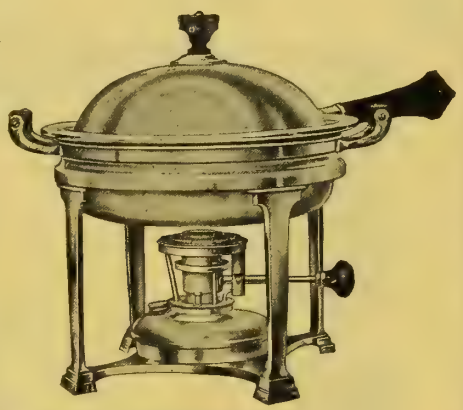
Every woman appreciates a gift combining beauty and every-day usefulness, and for this reason the demand for UNIVERSAL Home Needs as Christmas gifts has grown larger every year.

UNIVERSAL
Tea Ball Samovar
No. 906N

UNIVERSAL
Electric Toaster
No. 941

Their great variety of uses, the diversity of designs and the wide range of prices make the selection of an appropriate gift an easy matter.

The superiority of UNIVERSAL Home Needs lies not only in design, material and workmanship, but also in the many exclusive, patented features which add greatly to their efficiency and which are not to be found in other makes.



UNIVERSAL
Chafing Dish
No. 900N

UNIVERSAL
Four-Heat Electric Grill
No. E984

Let UNIVERSAL Home Needs help you to make this a profitable holiday season.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL

UNIVERSAL
Casserole
No. 76267N

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representatives: A. MacFarlane & Co., Montreal

HIGHEST AWARD

GOLD MEDAL

At the Panama-Pacific Exposition

FRANCO
TRADE MARK

Flashlights

Are now universally recognized as supreme in quality and service. Get your share of the big and steadily increasing demand for quality flashlights. Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen. Better flashlights *can not* be made.

The need for renewal batteries and bulbs always keeps customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights *now*. You'll find them quick sellers.

Christmas Tree Outfits
AND
Decorative Lamps

Now is the proper time to place your order for these outfits. Franco outfits are constructed with non-breakable sockets, and are easily adjusted.

Furnished with either 8-16-24 or 32 lamps in both plain, fruit and flower design.

Special leaflet illustrating this line mailed on request. Our latest catalog, listing over 400 profitable, ready-selling articles, and dealers' proposition, will surely interest you. Send for it NOW.

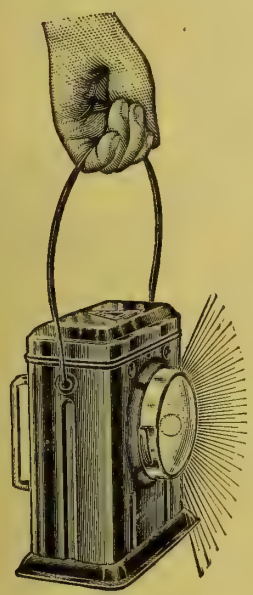
Franco products sold through various distributors at convenient locations to ensure prompt deliveries

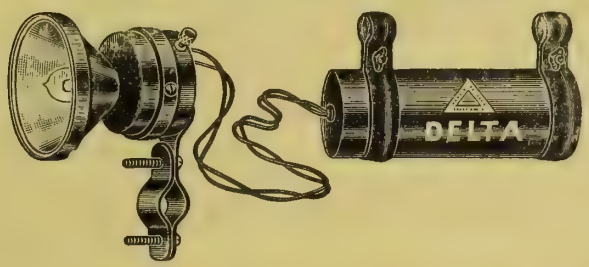
Interstate Electric Novelty Co. of Canada, Limited

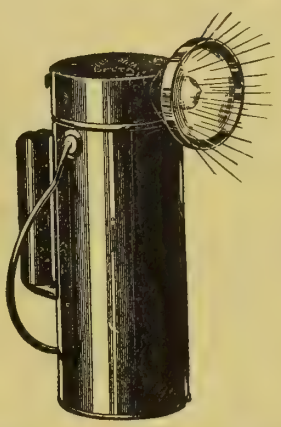
220 King Street West, Toronto, Ont.

Let Us Lewis Bros. Limited Show You

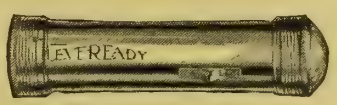
How to Make More Money by Stocking Electric Flashlights, Hand and Carriage Lamps

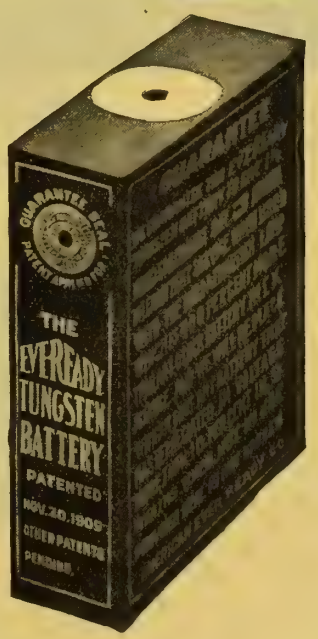






Mail Orders Given Prompt Attention





Write us for Catalogue and Prices.

LEWIS BROS., LIMITED, MONTREAL

P. O. BOX 1450

A WINDOW DISPLAY—NOT AN EXHIBIT

Photograph of a hardware window in Toronto showing advertising supplied by The Ottawa Paint Works

This advertising in conjunction with Ottawa Quality, will bring you top-notch results.

Build up your paint department by selling Ottawa Paints and Varnishes—their appearance and wearing qualities have established for them an unusually big demand everywhere.

We have an attractive proposition that will interest you.

Write to-day.

"BUY MADE-IN-CANADA GOODS"

THE OTTAWA PAINT WORKS

TORONTO OTTAWA VANCOUVER
CANADA

Toronto Branch: 153 Duchess Street

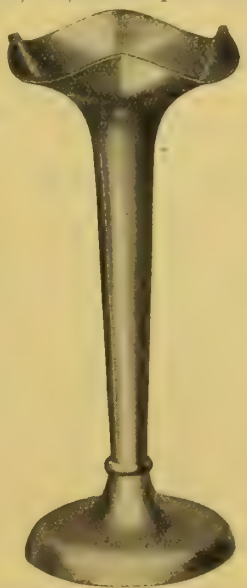
CHRISTMAS SILVERWARE

We have many new lines particularly suitable for the Season's Trade at very reasonable prices.

If you have not time to wait for our traveller to call on you, write us for a selection package.

Half a dozen Grecian Pattern Coffee Spoons and Sugar Tongs in a Leatherette Handsomely Lined Case, at $4.90 list per set.

No. 102 Napkin Ring at 80c list each.



No. 100—Bud Vase, 6 inch, $2.00 list each
8 inch, $2.50 list each

No. 101 Napkin Ring at 80c list each.

Canadian Wm. A. Rogers, Ltd.
Silversmiths and Manufacturers of Electro Silver Plate.

Factories and Salesrooms:
West King Street, TORONTO
Branch Salesrooms, WINNIPEG

Though retired in comfort, "the Old Man" can hardly resist the lure of "the Store," now run successfully by his son. So he sends some sound advice—with a broad hint at the finish.

Picton, Ont.
Nov. 27th/15.

My Dear Jack.

When I was in business some of my best sales came from suggestions I made while serving customers. I found people like sensible suggestions, about goods they never thought of as well as those they came in to buy. So keep your wits working when you are handling customers—and see that your clerks do the same—for that's where the cream of the business comes in.

Take, for example, your sales of the Gillette Safety Razor. You ought to consider every man who comes into your store a possible purchaser of this article. The hustling young chap wants a quick, clean shave—the middle-aged man is sick of spending the price of a Gillette every two months at the barber shop, or of worrying along with an old-fashioned open blade—the elderly man, with hand less sure, couldn't cut himself with a Gillette if he tried!

Remember, too, that every woman who comes in has a father, husband, brother, sweetheart or son for whom the Gillette would make a practical and most acceptable Christmas gift.

I always found it paid me well to give a good deal of window space to the Gillette, especially during this Christmas season. This morning Carter showed me a new & corking good Christmas Poster he had just received from the Gillette people - it's in his window by this time. You ought to have it up right away, and all around it in your window a good assortment of the different Razor Sets shown on the poster. Use one of your hardware show cases for a Gillette display just inside the entrance, too.

If you need any extra help for the next few weeks just let me know and the "old man" will come right down and see you through.

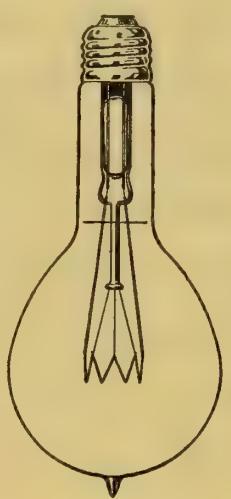
Yours, Dad.

P.S. If I don't see you before Christmas mother wants you all to come down for dinner, sure, and spend the day if you can.

MAZDA

"Not the name of a thing but the mark of a Service"

"Yes, Sir! That's the Right Lamp!"



THE NEW 100 WATT LAMP

"A man came along the other day and told me that my windows were badly lighted. I laughed at the idea. Why, I had installed a new lighting system as late as last summer!

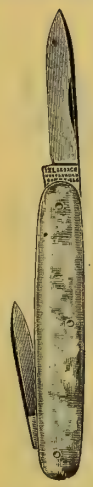
"Well, sir, he just took the lamp he had in his hand and replaced one of my lamps with it, and blessed if it didn't give more light than all the rest of the lamps put together; at least it looked that way to me! And it was whiter, better light, too.

"You bet I bought some! I told him to replace all the old lamps with them. I want my window displays to exert their maximum drawing power—and they do with these new **Sunbeam and C.G.E. 100 Watt Mazda C Lamps."**

CANADIAN GENERAL ELECTRIC CO.

LIMITED

HEAD OFFICE: Toronto. DISTRICT SALES OFFICES: Montreal, Halifax, Cobalt, South Porcupine, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Nelson, Vancouver, Victoria, Prince Rupert



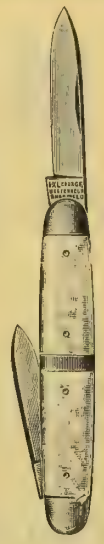
No. 1945

Celebrated I·XL Cutlery

MANUFACTURED BY

GEO. WOSTENHOLM & SON

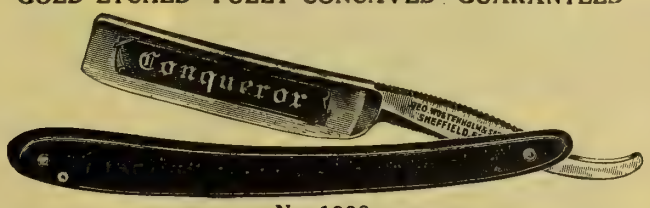
SHEFFIELD, ENGLAND



No. 1960

No. 2000

GOLD ETCHED—FULLY CONCAVED—GUARANTEED



No. 1000

No. 292

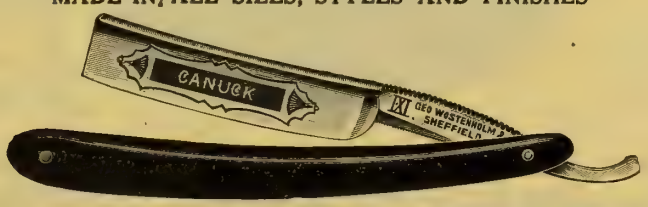
No. 292T

I.XL Cutlery is made in Sheffield from the very finest of English Steel. Every piece is fully warranted. Only the most skilled labor is employed.

All leading Jobbing Houses carry a most complete line of this cutlery in all new and up-to-date patterns.

No. 0534

MADE IN ALL SIZES, STYLES AND FINISHES



No. 5000

No. 611

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representative

No. 1964

A Useful Xmas Gift

Every Soldier and Sportsman Should Have One

Retail at

$5.00 each

Price to Dealers

$30.00 per dozen

Samples, $3.00 each.

Put in a display for Xmas Sales are certain. This is not a luxury, but a necessity to every man who indulges in outdoor pursuits of any kind, whether it be killing Germans or hunting game.

PATENT APPLIED FOR

OPEN

THE Khaki Kit Kitchen

has the approval of many military authorities. Here's an opportunity to quote your local regiment for sufficient quantity to equip every man.

Write or Wire US To-day

for Samples, Catalogs and Full Details.

We can make immediate shipments NOW. We may not be able to do this later.

CLOSED

Sheet metal, covered in Khaki, interlined with asbestos. Size, when closed, 6½ x 7½. It is made with belt loops, which will fit all ordinary rank and file equipment.

Every outfit contains enough "canned heat" to cook nine meals. Extra cans of heat can be obtained at $2.50 per dozen, wholesale.

Don't delay—Act now. The demand is certain and big profits await you if you order in time.

A. HARRY WOLFE, CANADIAN GOVERNMENT CONTRACTOR

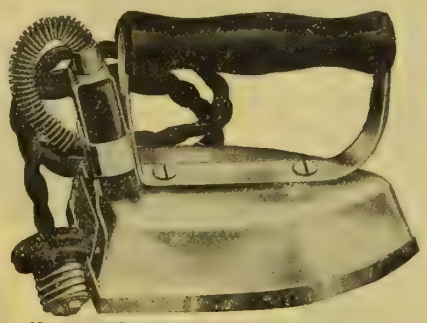
UNITY BLDG., MONTREAL

Grand Rapids Sweepers

Show the Public

that you SELL the ideal useful Christmas Gifts.

Order from us now and make your display early. We illustrate only a few of our many attractive articles here.

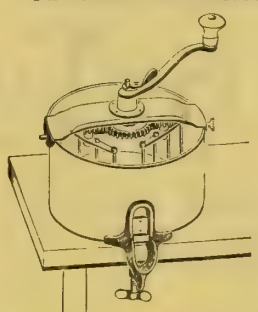


Colborne Electric Irons, High Grade, Low in Price

Universal Bread Makers Three Sizes

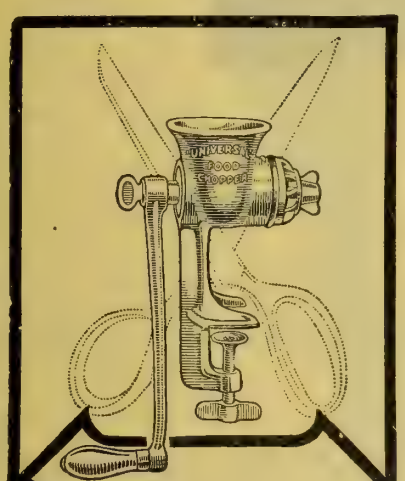
Universal Coffee Percolators

Universal Tea Ball Pots



Universal Cake Makers

Universal Toasters are Beautifully Finished



UNIVERSAL
Food Chopper
Cuts Like a Pair of Shears

Our "CAVALIER" VACUUM SWEEPER has given every satisfaction. New finish makes it more attractive than ever.

Do not overlook CUTLERY and PLATED WARE.

We can furnish you with Show Cards to help make your Christmas Display effective.

ELECTROS FREE FOR YOUR ADVERTISING

Caverhill, Learmont & Co.

MONTREAL

Do you want this Miss Fade-away?

She is *Yours!*

Life size and printed in ten colors, if you fill out the coupon on the margin.

¶ This picture appeared on the back cover of the Nov. 6th issue of the Saturday Evening Post. It has been reproduced as an extraordinarily effective window display of Community Plate, and is

Easy to Put Up in Your Window

To connect your Store with our big advertising campaign, just take a few pins, fasten the picture to your curtain, and this attractive girl suddenly appears to come to life and seat herself in your window.

FILL OUT THE COUPON!

ONEIDA
COMMUNITY
Limited

Oneida, N.Y.

Please send me free window display as offered in Hardware and Metal.

NAME.....

ADDRESS .....

NOTE—If you desire newspaper electros for local advertising, to increase the effectiveness of the display, please indicate here:

Send me single column electro, or, Send me double column electr

SELLING THIS QUALITY

Means a Permanent Growth in Silverware Turnover

The "Puritan"

pattern is plated on the highest grade Nickel Silver base with the metal so distributed by the most improved methods of manufacture as to produce in every piece the maximum of strength and stiffness without superfluous weight. The pleasing outline of the Puritan with its extreme simplicity combine to furnish an effect not excelled by the latest and best colonial designs in sterling silver.

This pattern bears an unlimited guarantee of satisfactory wear to the user.

The Wm. Rogers Mfg. Co.
Limited

NIAGARA FALLS, CANADA

Successors to the Canadian Branch of the Wm. Rogers Mfg. Co., Meriden, Conn.

The "Clinton"

Sir Henry Clinton is a name that places this pattern in a period unrivaled for effective craftsmanship and excellence of design. The Clinton is free of meaningless ornamentation. It has that graceful simplicity so easy to recognize and so infinitely difficult to achieve. We offer it as a worthy addition to any assortment of silver-plated ware of quality.

The "Hustler" *The Best Value on the market*

6-Hole Range as illustrated

$13.50

with a freight allowance not to exceed 75 cents

Mr. Retailer: Conditions to-day compel economy in every household and people are looking for necessities that can be bought for little money. To meet these conditions we have built the Hustler Steel Range. It is plain and simple, perfect in construction, and built of the best quality light gauge steel, without any useless ornamentation. The reservoir is made of galvanized iron and can be fitted on either end of the range. The warming closet is made of planished steel.

Note the dimensions:

Oven, 16 x 18 x 11¼.
Shipping weight, 205 lbs.
Top, 40¼ x 21½.
Six 8-inch covers.

GET A FEW OF THESE RANGES IN STOCK AND BOOST THEM AS A SENSIBLE AND HIGHLY APPRECIATED CHRISTMAS GIFT TO WIFE OR MOTHER.

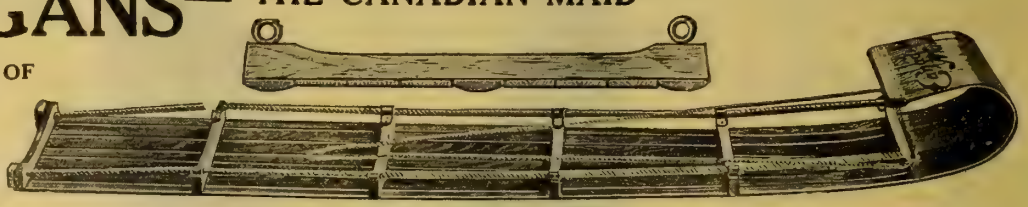
THEY'LL BRING YOU A SPLENDID PROFIT.

MANUFACTURED BY

THE BEACH FOUNDRY CO., LIMITED, - OTTAWA

TOBOGGANS—"THE CANADIAN MAID"

TWO GREAT FEATURES OF "THE CANADIAN MAID"



First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

PACK-TOBOGGANS A SPECIALTY. Full information on request. Write for Prices and Dealers' Discounts.

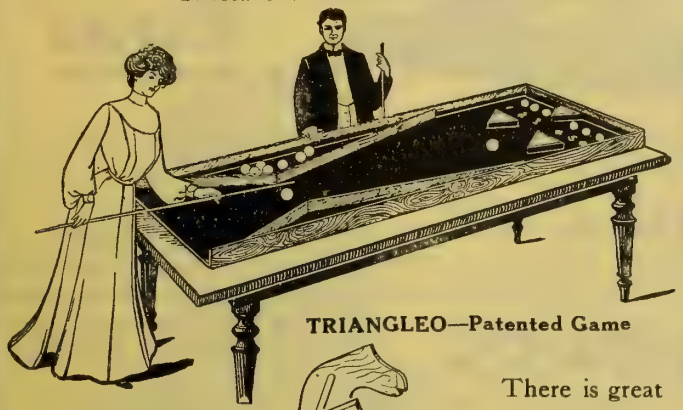
WALTER DEAN .·. Foot of York Street .·. TORONTO, CANADA

For the Christmas Trade

The SCHULTZ Line

Games, Novelties and Kitchen Utilities

Substantial and Well Finished

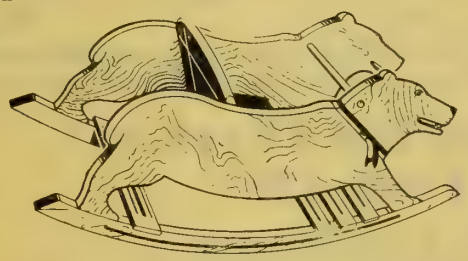


TRIANGLEO—Patented Game

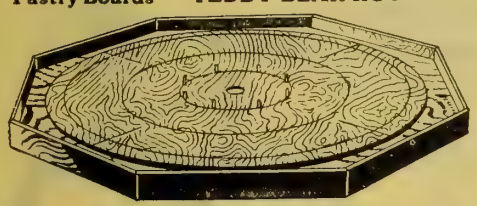
There is great satisfaction in handling the **Schultz Line** because it is a **good line** and each article is a **good seller.**

SHOO FLY ROCKER—4 Designs and Sizes
Dapple Grey and Burl-Walnut Finishes

Washing Machines
Ironing Boards
Sleeve Boards
Clothes Bars
Kitchen Tables
Kitchen Cabinets
Pastry Boards

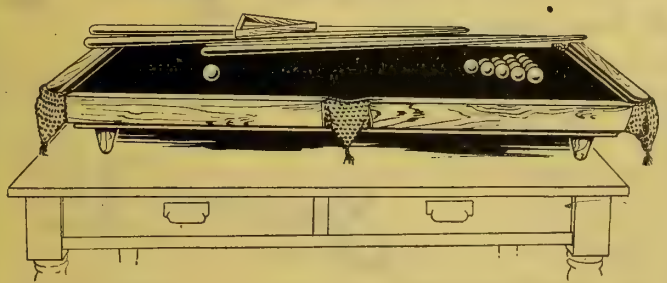


TEDDY BEAR ROCKER—New this Season



Bread Boards
Medicine Cabinets
Stepladder Chairs
Wheelbarrows
Card Tables
Lawn Swings
Etc., Etc.

CROKINOLE—In Two Designs



PARLOR POOL AND BILLIARD GAMES—New this Season

Write for Catalogue, Price List and Discounts
Mention Hardware and Metal

THE SCHULTZ BROS. CO., LIMITED
Established 1869
BRANTFORD, ONTARIO, CANADA

Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own **premises,** from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made, Both haft and blade."

TRADE-MARKS

Regd. A.D. 1681 | "BUTLER" 1768 | ART 1861

Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

GOLD MEDALS—GRAND PRIX

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

Stratford Clothes Dryers

No. 9

made from clear basswood, and the workmanship is of the best.

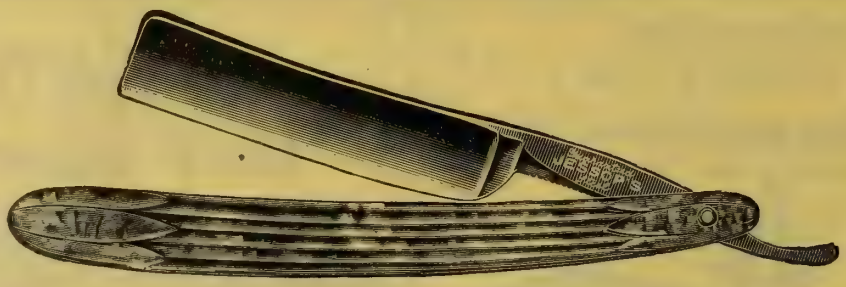
This STRATFORD Clothes Dryer has four drying sides, comprising sixteen bars in all, which gives a maximum drying capacity. All the bars can be closed up when not in use, or one side only can be folded against the middle post if not needed.

A line that's filled with quick selling qualities.

WRITE FOR CATALOG AND SEE OUR COMPLETE LINE OF IRONING AND BAKE BOARDS, STEP AND EXTENSION LADDERS, LAWN SWINGS, ETC.

The Stratford Mfg. Co., Limited
STRATFORD, ONT.

Better Than Other Razors



Made in the second largest razor factory in the world—These razors are superior in quality and lower in price than those formerly imported from Germany. We have a full line. *Write for particulars.*

GENEVA CUTLERY CO., Geneva, N.Y.

Montreal Office:
SAUNDERS & WAINWRIGHT
204 St. Nicholas Building

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

THERE IS ONLY ONE

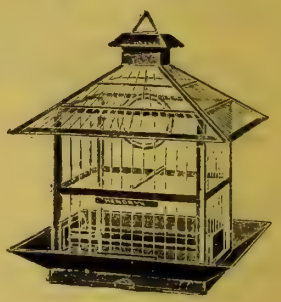
"HENDRYX" Mission Cage

No. 8000

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY
New Haven, Conn.



No. 8020

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

GOLD MEDAL WINNER

Over all competitors at San Francisco 1915
Panama-Pacific Exposition

World's only vacuum sweeper combining two complete machines at the price of one
3 Models 3 Prices Rapid Sellers
Write for particulars and prices.

SWEEPER-VAC.

FROTHINGHAM & WORKMAN, Limited, MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

TOYS *Made-in-Canada* TOYS

OUR NEW LITHOGRAPHED TIN

TOY DRUMS

are splendid sellers. They are beautifully lithographed in five colors, and are fitted with red and white cord for drum ropes. Two drum sticks are supplied with each drum. Made in four sizes.

There is good money for the dealer in retailing these at from 10 to 25 cents, and note the sizes:

Nos.	1	2	3	4
Size	5⅜ x 2¾,	6 x 3¼,	7½ x 3½,	12⅛ x 6.

Large stock on hand. Mail orders shipped same day as received.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

That SAW is a good seller

SIMONDS No. 237 with Lion Handle

This one-man cross-cut saw, fitted with this special handle, is being preferred for many kinds of work, and we believe you could sell several of them if you ordered a few from your regular jobber. All leading wholesalers carry Simonds Crescent Ground Cross-Cut Saws, One-Man Saws, Hand Saws, and Files. For prices or other information write direct to our factory at Montreal.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B.C. St. John, N.B.

A Big Selling Battery

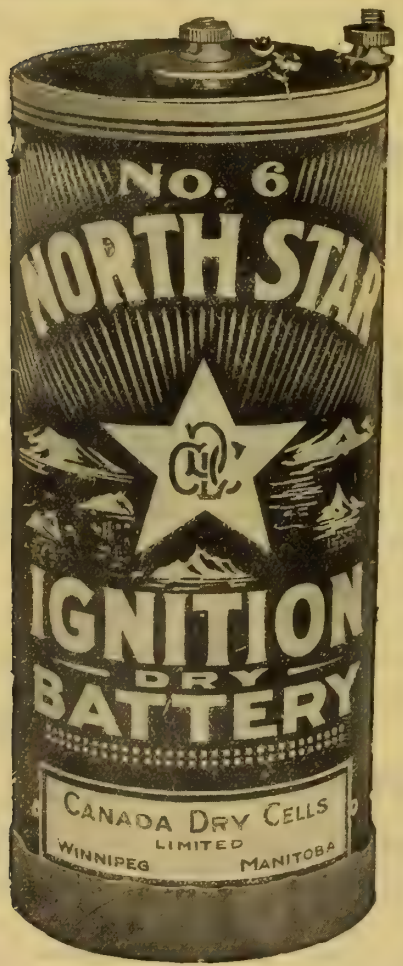
North Star Batteries will put your battery department on a much more profitable basis because **they have an extra measure of usefulness** that every user appreciates.

THE WESTERN BATTERY FOR THE WESTERN NEED.

Try them. Your Jobber will ship you promptly.

Canada Dry Cells

Limited
WINNIPEG, MAN.



The "PERFECTION" Steel Ankle Support

PAYS A GOOD PROFIT AND WILL INCREASE YOUR SKATE SALES

Weak ankles keep many a person from enjoying the splendid winter pastime of skating.

Stock and boost the "Perfection" Ankle Support—it is just the thing for weak ankles.

The sale of the "Perfection" will lead to many others and you'll realize a material increase in your skate sales as a result, because people who heretofore couldn't skate on account of their weak ankles can get in on this splendid winter sport by wearing this ankle support—the more that skate the more is the demand for skates.

Owen Sound Steel Press WORKS

Owen Sound Ontario

R. BIRD & CO.

Crewkerne, England

Wholesale. Orders through merchants.

WEBBING

Manufacturers of

Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of **Chair, Tray, and Cocoa Binding Webs,** for Upholstery Purposes.

Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

Here's a Line That Means Certain Sales at Christmas Season

THE METALLIC UNBREAKABLE MILITARY MIRROR

After exhaustive tests and trials we have finally produced a mirror which is superior to anything yet offered.
Made of sheet brass, nickel-plated, highly polished, it reflects better than any glass mirror, besides being more serviceable.

Every Soldier Wants One

Size 3¼ x 4¼, it fits the tunic pocket. Besides being useful it is a protection and may save the soldier's life by stopping a stray bullet.

The Public Will Buy Them

For their soldier friends in Canada and in the trenches.

Display Them and You Will Sell Them

Feature them for Xmas and all the time—This is not an experiment but a proven success.

Retail at 75c each

To Dealers, $5.50 per dozen.

Immediate Shipments. Lower Prices for Quantities

We also carry a full stock, at all times, of flashlights and batteries of every description. Also razor strops, shaving brushes, etc., etc.

HALE BROTHERS

Successors to Godfrey Pelton & Son

St. Nicholas Building MONTREAL

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The price changes which have taken place during the past week have been so numerous and of such far-reaching importance that it would be impossible to review them all in the space devoted to "markets at a glance." The reports which follow, from Montreal, Toronto, Winnipeg and London are so cram full of up-to-the minute market information that no retailer can afford to overlook any part of them. Among the many lines which have been affected by price changes during the week, nearly all in an upward direction, are wire nails, tire bolts, iron rivets, stove bolts, shoe finder's lists, spades and shovels, copper wire, smooth steel wire, O and A wire, fence staples, cold rolled shafting, pig iron, steel bars, benzine, gasoline, chain, wheelbarrows, road scrapers, machinery and spring steel, pressed spikes and many other lines. There has been a general all-round improvement in business of late.

MONTREAL

MONTREAL, Nov. 26.—There has been nothing in the history of the Canadian metal trades to compare with the situation which has been created by the action of the big American steel mills in withdrawing from the Canadian market. When it is stated that the steel turnover by a big Montreal house has been greater in the past week than in the previous six months, some idea of the upheaval may be obtained. And not only are there continued adjustments in the metals and in the products, such as plates, steel and wire, but in the higher manufacture the effect is already noticeable. The outlook is for adjustments to higher levels from time to time, as the influence spreads further and further in the different branches of manufacturing dependent upon steel and iron. At the same time, the strength in the other metals has been continued, with the exception of tin, where there was a reaction on news that the report of the closing of the Suez Canal was a canard.

The forecasts of Hardware and Metal as to market developments have been generally borne out, as will be found from a study of this week's report. However, there are so many unexplained changes on short notice that there are many other important lines affected.

Advances this week have been made in machinery and spring steel, sheet brass, tinned iron, boiler tubes, bright and galvanized staples, smooth and hay wire, copper and brass wire, stove and tire bolts, proof coil and electric weld chain, pressed spikes, wheelbarrows, road scrapers, black sheets, shoe tacks, etc., while all prices on spades and shovels have been withdrawn pending general advances. In the metals, tin has declined slightly; copper, lead and spelter are very strong; antimony has advanced, and aluminum is steady. Future indications are for general readjustments throughout the manufacture of metals, particularly of steel and iron. Bar iron and the different brands of steel seem due for higher levels; brass and copper products are on the upgrade; further increases are not to be unexpected on wire and wire products, plain and galvanized sheets, wood screws, pipe and other lines.

Business shows continued improvement, and the country trade is said to be at least 25 per cent. above a year ago. In the city there has been some increased activity in seasonable lines occasioned by the cold snap, but conditions are still quiet in this department.

Tin Suffers Reaction.—The feature of the American tin situation since last report has been a reaction almost violent in its effect upon the market. Canada has been affected by contrary influences, and the net change has not been great—a decline of ½c to 1c, with a present basis 45c to 46c. Locally the upward tendency referred to last week continued, the market taking the usual course of following New York a lap behind, until the advance met the general decline in the States, and then a slight reaction set in.

Spelter is Very Strong.—Although the local quotation remains at 22-22½c for the time being, the market is very strong, and there are prospects of a further advance. New York has gained 1½c during the past week, and London is acting aggressively. There is an evident scarcity of spot spelter, and only a small supply of December. Futures look cheap in comparison with present quotations, but there is a reluctance on the part of consumers to buy very far ahead.

Lead Steady and Firm.—The local quotation for lead remains steady at 7¼c to 7½c, with a strong tendency in sympathy with the American situation. New York reports that the market there is quiet but strong, although there is not any great demand. The Trust price of 5¼c is well held, and the independents are said to be well sold up; things appear to be very much in the hands of the "big interest," with the possibility of advances being made practically at will. As compared with the manipulated movement last summer, authorities in the trade take the stand that the recent upward movement has been a legitimate one, backed by heavy consumption and an altogether sound situation.

Copper in Line to go Higher.—The local quotation of copper at 22½c is the same as a week ago, but it is liable to further advance. The American market has recently been very strong, and New York has shown another advance of more than 1c during the week. The strength of the market is said to be due to a continued flood of inquiries, accompanied by large purchases by domestic consumers and evidence that European buyers are about to enter the market on a large scale. The heavier buying movement is believed to have been largely brought about by the startling developments in the steel trade and the fear of a similar demand for copper. It is pointed out that the present upward movement has almost reached the high of the summer advance, but with the difference that the latter was due to mental demoralization, while now the business position and outlook is being taken into consideration.

Antimony Again Advances.—There is another advance recorded in the quotation on antimony, the basis now being 45c. In the United States there has been a further increase in prices noted, Chinese and Japanese being quoted 39c to 40c, and American 39½c to 39¾c.

Aluminum Steady.—The position of aluminum has remained steady, with a small volume of business being done at a nominal quotation of 62c. The American market is practically the same, although there has been a slightly easier tendency in prices.

Solder Continues Firm.—The reaction in tin has not been sufficient to affect solder; in fact, the quotations of last week were not as high as warranted by the cost of materials. The basis of last week is, therefore, continued with a very firm tone. The solder demand is one which adjusts itself to a large extent to the price, and the falling demand on a

rising market has the effect of keeping the changes within a comparatively narrow range in relation to tin and other materials entering into its manufacture.

Steel Situation Upset.—The attitude of discouraging further new business in Canada is not only being continued by the United States Steel Products Company, but this course is being followed by the independents also, while the conditions in the trade thus indicated apply to a more or less extent to Canada's own production and consumption. One of the leading firms dealing in steel products in this country, makes the report that they have handled more steel tonnage in the past week than in the previous six months. Prices are being subject to constant readjustment in view of the prospects of a possible famine in steel plates, pipe, wire, etc., and the developments of twenty-four hours cannot be forecast with any degree of certainty.

Machinery and Spring Steel Advance.—All varieties of steel and iron are very firm and subject to sudden changes. Recently reeled machinery steel has been advanced 10c to $3 and spring steel 10c to $3. Common bar iron maintains its basis of $2.20, but higher prices are to be looked for.

Sheet Brass Advancing.—As intimated in the last couple of reports, there is logical development in the market for increases in the prices of brass products, and that advances are to be made is evidenced in the fact that for some time quotations in the American markets have been merely nominal. It is announced that an advance in sheet brass is going into effect before the end of the week, but at writing adjustments had not been made. Following quotations are, therefore, subject to immediate change:

Springs, sheets, up to 20 gauge, 45c; Rods, base ½ to 1 in. round, 42c; Tubing, seamless base, 42c; Tubing, iron pipe size, 1 in. base, 45c.

Sheet Copper Also.—Copper products are in practically the same position as those of brass, and new quotations on sheet copper are to be looked for next week, with the probability that other lines will be similarly affected. Following quotations continue for time being:

Bars, ½ to 2 in., $30.50; plain shets, 14 oz., 14 x 28 in., 14 x 60 in., $31.25; copper sheet, tinned, 14 x 60, 14 oz., $34.75; copper sheet, planished, 14 x 60 base, $41.25; braziers' in sheets, 6 x 5 base, $30.50.

Lead Products Steady.—The lead market having ceased to advance for the time being at least, the market for products of the metal is steady and very firm, the quotations allowing a comparatively small margin of profit. The indications are for firm if not higher prices, and an advance would undoubtedly follow further increases in lead prices. Present quotations follow:

Lead pipe, 9½c; lead waste pipe, 10½c; sheets, 3-lb. sq. ft., $8.25; sheets, 3½ lb. sq. ft., $8; sheets, 4 to 6 lbs. sq. ft., $7.75; cut sheets, ½c per lb. extra; cut sheets to size, ¾c per lb. extra.

Tinned Iron Stronger.—Although there is no change in the nominal quotations to the trade, there have been advances made on tinned iron in large quantities, and the following prices are being much more closely adhered to than formerly:

72 x 30 up to 24 gauge, case lots, $10.25; 72 x 30, 26 gauge, case lots, $10.75. Less than case, 25c per 100 lbs. extra.

Boiler Tubes are Higher.—The predicted advance has taken place on boiler tubes, but for the time being the old prices are still being quoted, pending an adjustment to the new levels. The following quotations are, therefore, for the time being only:

100 feet, ½ in., $10.45; 100 feet, 2 in., $9.60; 100 feet, 2½ in., $12.25; 100 feet, 3 in., $13.30; 100 feet, 3½ in., $15.55; 100 feet, 4 in., $19.80.

Another Advance in Zinc.—There has been another important advance in the quotations on zinc sheets, and the market is reported to be still rising. Quotations are now: Casks, 25c; part casks, 25½c.

Nails are very Firm.—On the advance in nails, announced last week, the market is very firm. The situation in steel is such that further developments are to be expected in this market, and several wholesalers have issued a warning to look for still higher prices in the near future. The base for wire is now $2.70.

Staples Going Up.—Following the advance on nails, there has been an increase of 10c all round on the quotations for both galvanized and bright staples. The influences of the spelter and steel markets are both obvious here. New prices are:

Galvanized, in kegs, $3.95; Galvanized, in boxes, $4.25; Bright, in kegs, $3.10; Bright, in kegs, $3.35.

Smooth Wire Advances.—The influence of the steel market on wire is again in evidence in a further advance on the base quotation for smooth steel wire. The increase in price is 10c, the new base being $2.85, with the usual extras, as shown in current quotations.

Hay Wire Higher.—A further increase in the prices quoted for hay wire has also been made, and this, too, can be traced to the situation in steel. The Montreal quotations now are: No. 13, $2.90; No. 14, $2.95; No. 15, $3.05.

There has also been a readjustment of the quotations on annealed cut hay, baling wire, and on wire bale ties, with increased prices going into effect.

Copper Wire Higher.—Advices have been received from the manufacturers of copper wire to the effect that there will be advances to the wholesale trade. However, at writing, the wholesalers had not reached a decision as to their course. There has been a very small demand for copper wire in the hardware trade recently. There have also been some changes in the prices of brass wire recently, but these have not materially affected the discounts to the retail trade.

Stove Bolts Higher.—Following the readjustment of the general list of bolts and nuts announced last week, there has been an advance on stove bolts, the new discount being 82½ per cent., as compared with 80 and 7½ per cent.

Tire Bolts Also.—An advance this week on tire bolts is regarded as one of the most significant developments in the hardware situation in relation to the increasing cost of iron and steel products and manufactures. For years the discount on tire bolts has been 75 per cent., but this has been reduced to 72½ per cent.

Chain Advances.—There have been advances made in the Montreal quotations for proof coil and electric weld coil chain, the new quotations being as follows: Proof coil, per 100 lbs., ¼ in., $6.55-9.00; 5-16 in., $5.65-5.90; ⅜ in., $4.85-4.95; 7-16 in., $4.55; ½ in., $4.20; 9-16 in., $4.20; ⅝ in., $4.10; ¾ in., $3.95; ⅞ in., $3.80; 1 in., $3.70. Electric weld coil chain, 3-16 in., $8.85; ¼ in., $6.15; 5-16 in., $4.90; ⅜ in., $4.05; 7-16 in., $3.85; ½ in., $3.75.

Hinges.—On the basis of the new discount of heavy and light tee and strap hinges—37½ per cent. on heavy and 65 per cent. on light—the following are the net prices:

Heavy.	Strap.	Tee.
4 in., doz. pairs	$1.20	$1.00
5 in., doz. pairs	1.45	1.15
6 in., doz. pairs	1.25	1.20
8 in., doz. pairs	2.10	1.60
10 in., doz. pairs	3.75	2.65
12 in., doz. pairs	4.65	4.50
14 in., doz. pairs	5.30	4.65
Light.	**Strap.**	**Tee.**
3 in., doz. pairs	$0.35	$0.35
4 in., doz. pairs	0.42	0.39
5 in., doz. pairs	0.50	0.45
6 in., doz. pairs	0.60	0.53
10 in., doz. pairs	0.88	0.63
10 in., doz. pairs	1.23	0.84
12 in., doz. pairs	2.10	1.58
14 in., doz. pairs	....	1.93

Pressed Spikes Advance.—Following the advance on wire nails, there has been an important increase in the price quoted for pressed spikes. Spikes ⅝ diameter, per 100 pounds, are now on a Montreal base of $3.20, as compared with $2.95.

General Advance in Shovels.—The effect of the rising market for steel is to be emphatically seen in the action of the manufacturers of steel shovels and spades, who have withdrawn prices and followed with a new price list. Adjustments have not yet been made in the local trade, but advances of about 10 per cent. may be counted on the quotations shown in current market quotation.

Wheelbarrows. — Manufacturers of wheelbarrows have announced new prices on wheelbarrows, covering an all-round increase of about 10 per cent. Following are new quotations:

Navy, steel wheel, doz., $26.25; Garden, steel wheel, doz., 39.60; Light garden, per doz., $30.00; Heavy Garden, L-side, $36.30; Heavy farm, solid side, $39.60.

Scrapers up 10 per cent.—There are also new prices out on road and drag scrapers, the entire list being affected to the extent of about 10 per cent.

Black Sheets Still Stronger.—Following the general advance in black sheets, announced last week, there has been a further adjustment in the local situation, with the result that the spread between different houses has been eliminated and the market is now steady as follows:

10 gauge, $3.00; 12 gauge, $3.05; 14 gauge, $2.95; 16 gauge, $2.85; 18-20 gauge, $3.00; 22-24 gauge, $3.10; 26 gauge, $3.15; 28 gauge, $3.30.

Galvanized Sheets Rising.—Difficulty in making adjustments as they develop is about the only reason that there are not new quotations this week on the various brands of galvanized sheets. As announced last week, there has been a

general readjustment on Gorbal's Best covering an increase of 15c on the 28-gauge. Other manufacturers have made the same advance, and new prices will be established shortly on this basis.

Pipe to go Higher.—Despite the recent advances in pipe, there is a report in the trade that still higher quotations are to be looked forward following the unprecedented developments in the steel market, the demand for available stocks and lack of assurance as to future supplies.

Wood Screws Strong.—As the result of the advances on wire, etc., the situation in screws is very firm, and it is expected that an announcement of advances will be made before long.

Old Materials.—In addition to the advances in prices for raw materials quoted last week, and to be found in the current market figures in this issue, there has been a considerable increase in the quotations for rubber and 7c to 8c a pound is now being offered for old rubber boots, etc.

Steel Shafting.—There has been an advancing market for steel shafting, and the discount has been reduced from 40 per cent. to 30 per cent. at the mill. The discount at warehouse is given at 20 per cent.

Shoe Tacks.—A readjustment has been made in the quotations on shoe finders' list. The change in actual price to the retailer is not material '

Ammunition.—A recent advance on shot places the Montreal base at $9.75 net. There has recently been a somewhat improved demand for big game metallics, which came with the colder weather, but the call for this class of ammunition has hardly been satisfactory this autumn.

The Stove Business.—The cold snap has had the effect of improving the city demand for heaters, and dealers report a fair business. The demand is not up to normal, but it is a very satisfactory improvement over a year ago.

Utensils.—Reports in the trade are to the effect that the Government is placing substantial orders for different kinds of utensils, and that the manufacturers have business in prospect which will keep them comfortably busy for the next two or three months.

TORONTO

TORONTO, Ont., Nov. 25.—The continued advance in prices is the principal feature in the hardware market this week. The increase in cost of raw materials, particularly of iron and steel, is responsible for many price changes, and there is little doubt but that prices on many lines will continue to advance for some time, as there are no indications of any reaction in the steel trade.

It will be observed that the various lines affected are practically all iron or steel products. The ingot metal situation is also a factor to be considered, but is having less effect on the market than prices of iron and steel are. The advances at Toronto this week include spades and shovels, copper wire, smooth wire, wire nails, O & A fence wire, fence staples, iron rivets, stove bolts, tire bolts, steel bars, pig iron, cold rolled shafting, steel jack chain. A new shoe finders' list has been issued and adopted by the shoe finders and hardware trade. The ingot metal market is quieter, spelter being the only metal to show any marked strength, although copper has a higher tendency and is very firm.

Improved Feeling.—The feeling in the trade is much improved and buying is more active. Business is no doubt being stimulated by the possibility of higher prices, but there is also a better demand for staple lines. Seasonable goods are beginning to move more freely but colder weather is needed to produce any decided activity. Very good business is reported in stoves and furnaces especially from the country trade. Collections are improving and money seems to be circulating more freely. Kitchen utensils are in good demand, prices are very firm and will probably advance. Prices of all kinds of sheets are very firm and will no doubt advance.

The situation with regard to the munitions industry is practically unchanged. Orders for the large calibre shells are being placed, but in what quantities is not generally known. The Munitions Committee has fixed the price of steel for shells at 3½ cents per pound. A shortage of copper bands has developed and is causing considerable inconvenience to some firms working on shells.

Steel Market.—Canadian mills have advanced prices on steel bars 25 cents and are quoting steel bars at $2.75 per 100 pounds, Toronto. Quotations on iron bars are unchanged at $2.50 per 100 lbs., but are expected to advance any time. Prices on steel bars are subject to change without notice and quotations made only for immediate acceptance. The market is very strong and every indication points to still higher levels. The demand for steel for shells continues to increase and the capacity of the mills will be taxed to the limit to take care of the tonnage that will be required for the new orders for munitions.

In the United States the market is very strong and prices on steel products continue to advance. Steel companies are extending their plants and are operating at capacity. Many mills have their output sold for four and five months ahead, and some for the first half of next year.

Pig Iron.—The market is strong with prices of domestic and American pig iron higher. Hamilton and Victoria brands advanced early in the week which was followed by another advance of $1.25 They are now quoted at $23 per ton, Toronto. The pig iron market is becoming more active in sympathy with the steel markets. There is a heavy demand for steel making grades. Canadian consumers are buying heavily in the States, but cannot get all the tonnage they require.

Machine Tools.—The situation in the machine tool market is much the same as last week. Dealers are very busy figuring on tools for the large shells and have sold a number of lathes for machining the 6-in. to 30-in. swing will be required for the large shells and it is understood that a large amount of business is ready to be placed by the various firms who are preparing to work on the large calibre shells.

Metals.—The market is steady and there are no price changes to note with the single exception of spelter, which has advanced again. The tin market, which advanced sharply last week on a report that the Suez Canal was closed, is now weak as a result of this rumor having been proved incorrect. Copper is higher in London, but unchanged here.

Tin.—The strong market which developed last week has not been maintained, and the market is now dull and weak. The Suez Canal scare had apparently no foundation in fact, consequently the market fell off but recovered later. There is a scarcity of spot tin and should business improve the price might advance. Local quotations are unchanged at 48c per pound

Copper.—The market is strong and higher in London. There has been some heavy buying recently and it is thought that the market will go higher before the movement stops. Local quotations are firm and unchanged at 21c per lb.

Spelter.—The market is unsettled and quotations nominal. A scarcity of spelter in London has resulted in a further advance in price for prompt spelter; futures, however, are selling at a discount. Spelter has advanced 1c, and quotations are nominal at 21c per pound.

Lead.—The market is quiet but firm. The "Trust" price is being well held at $5.25 New York, and it is probable that it may advance. Local quotations are unchanged at 7c per pound.

Antimony.—The market is very strong with an upward tendency. There is a scarcity of spot antimony and a large business is being done in futures. In the London market the price of antimony is controlled by the British Government, which helps to steady the market. Local quotations are firm and unchanged at 40c per pound.

Aluminum.—The situation is unchanged and supplies are still very difficult to obtain. Quotations are unchanged at 65c per pound.

Spades and Shovels Advance.—The high cost of raw materials is reflected in the advance in spades and shovels which is now in effect. Last spring reports of an advance were heard, but the revised lists then contemplated were withdrawn. The new discounts are given in the current market quotations, and show an advance of about 10 per cent.

Shoe Finders' List.—A new shoe finders' list has been issued and has been adopted by the hardware and shoe finders' trades.

Iron Rivets Higher.—Prices of iron rivets and burrs have advanced, the new discount for 7-16-in. rivets and under being 67½ per cent.

Copper Wire Advances.—Copper wire has advanced as a result of the increase in cost of copper. The new discount is 30 per cent.

(Continued on page 64.)

WEEKLY PAINT DEPARTMENT

The Duty of an Employer

Making the Clerk Efficient in Paint-Selling is the Duty of an Employer—How to Train Clerks and Help to Make Them 100% Efficient

By H. E. ROBERTSON

ONE of the greatest difficulties the hardware dealer, employing a large staff, encounters, is securing clerks who are sufficiently interested to make a study of paints and are able to handle the line intelligently. There are opportunities without number for retail salesmen who will make a study of paint and paint salesmanship.

Take a real interest in paint, its uses and its selling points. Gather all the details possible. Use your knowledge to preach the gospel of paintmanship and you are on a sure road to securing a better and a bigger job.

A merchant who employs a large retail selling staff recently said that one of the greatest troubles he had experienced was getting good men who knew how to sell paint, and especially a good man who he could put in charge of the paint department. A man who could tell from day to day what was required.

"People may be coming into this store day after day," said the merchant, "and asking for painting materials, and the clerks know so little about the business they are not even able to tell me what has been asked for. Some of those fellows don't know the difference between distemper colors and shingle stain, so I can hardly expect to get the best results from my paint department."

Nine out of ten employers seem to be up against the problem of first of all getting good clerks to work for them, and secondly, keeping them. You may go into most any store and find a clerk and ask the price of an article. He will tell you. Then you ask the price of another brand of the same article. He will tell you that. But if you ask him why there is a difference in price—he won't tell you, and the reason in the main is that he cannot.

Employer and Employee

Ever since the world was divided into two classes of employer and employed, the relation between the two has been a question of perpetual anxiety. The employer looks about him and gets a clerk. The clerk works well for the first two or three weeks, then he begins to slack off. He has no enthusiasm. He is luke-warm. All he is concerned about is quitting punctually, and getting the right time allowed him for lunch. During the store hours he works, but he works listlessly.

Employer after employer will complain about the same thing. There is a sort of half-heartedness, a determination to do only as much as is absolutely necessary, on the part of the clerk in the store.

What's the Reason?

Well, why? Why does the clerk watch the clock? Why does he slide in at one minute after eight o'clock but never one minute on the other side? Why does he do as little as he dare, instead of as much as he can. There's a reason. The man is not vitally interested in what he is doing. The desire to see the business grow as he works in it and with it has not gripped him.

If there's a reason, there's a remedy. He does not have the encouragement to think for and about the place where he spends his working hours. One way for him to have that encouragement is by getting hold of the trade journal which concerns itself with the business in which he is engaged. It is a singular thing, but the reading of trade journals by clerks in many cases is unknown. If the clerk read his trade journal he would be able to tell his customer why one brand of goods costs more or less than another brand of the same goods. He would know why a shipment of a certain line had not arrived.

He would be able to talk intelligently on the reason for the advances in the price of ready mixed paints, linseed oil, turpentine and other products.

He would be able to tell customers why high quality ready-mixed paints are better than the hand mixed product. He would be fully informed regarding dozens of important phases in paint buying and selling. Why? Because an up-to-the-minute trade paper deals with all these subjects and many others.

Making the Clerk Efficient

What the average sale clerk lacks today is the power to reason and the inclination to reason. It is all a matter of lack of training. Trade journals are for the trade, and that includes alike employee and employer. Weekly perusal of the paper which concerns itself with the news and views of the trade with which the clerk is connected will help to make the clerk one hundred per cent efficient.

Duty of the Employer

And, making the clerk supremely worth while is primarily a task which is up to the employer. It would pay the average employer to subscribe for a year for each of his clerks to the trade paper which is the organ of the business both he and they are interested in, and have it sent to their home address. It is safe to say that at the end of the first year well over fifty per cent. of the clerks would renew the subscription off their own bat, and keep up a regular and systematic and studious reading of the paper.

Fundamentally, to be as effective in a clerical capacity as the employer is in his capacity, the sales clerk must have the facts. A little knowledge may be a dangerous thing, looked at from one point of view, but half a loaf is better than none. Knowledge is power. And power in an employee reflects to the credit side of the employer's ledger.

Get the Clerk Interested

Once you have interested the clerk in his business, you have solved the problem of keeping a good man when you have him, and of getting from that man the worth of the pay cheque you hand him. And since business is a partnership of master and man for the time being, the man will find from his side that he daily adds to his worth and effectiveness both to himself and to the man who employs him.

Purchased Orillia Block

Orillia, Ont.—Harry Parsons of Parson's Fair, has purchased the block now occupied by the Orillia Hardware Co. and will take possession on Feb. 1, 1916. The area measures 35 x 100 feet. Mr. Parsons intends to carry a complete stock of hardware.

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Are easy sellers the year round.

Boeckh's Brushes have the appearance that appeals instantly to the housewife—they sell at a price that pleases the pocket-book and they give a service extraordinary.

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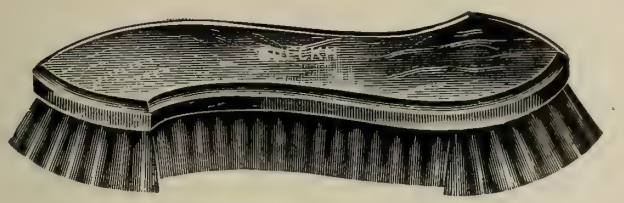

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TORONTO, CANADA

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Jamieson's Pure Prepared Paints and Varnishes

Thousands of Dollars' increase in paint business is the **Reward** for selling a paint that gives all-round satisfaction to the user.

The Jamieson line of Paints and Varnishes has the quality that wins the endorsement of practical painters everywhere—it has the quality that makes them come back and back again for more—and the price is very reasonable.

GET THE EXCLUSIVE AGENCY OF YOUR VICINITY.

Write for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

WEEKLY MARKET REPORTS

(Continued from page 61.)

Bolts Advance.—Prices of stove and tire bolts have advanced, the new discounts being as follows: Stove bolts, 82½ per cent. and tire bolts, 72½ per cent.

Staples Advance.—Higher prices for all lines of fence and poultry netting staples are announced and are as follows:

Fence staples, galv., kegs, $3.95 per cwt.; Fence staples, galv., 25 and 50-lb. boxes, $4.20; Fence staples, bright, kegs, $3.10; Fence staples, bright, 25 and 50-lb. boxes, $3.35; Netting staples, 10-lb. boxes, $5.65; Netting staples, 25-lb. boxes, $5.35; Netting staples, 100-lb. boxes, $5.10.

Wire Advances.—The new price for No. 0-9 smooth steel wire is $2.85 base, being an advance of 10c. Oiled and annealed wire has also advanced, the new prices being as follows: O & A, No. 10, $3.01 per cwt.; O & A, No. 11, $3.07 per cwt.; O & A, No. 12, $3.10 per cwt.

Cut Hay Wire.—There has been no change in prices but the list has been rearranged. The following list is for cut hay wire without a loop: No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; Nos. 12 and 13, $4; No. 14, $4.10; No. 15, $4.25; No. 16, $4.50. Less 10 p.c. f.o.b. Hamilton and Montreal with freight equalized.

Shafting.—The new discount on cold rolled steel shafting is now 25 per cent., as against 35 per cent. formerly.

Wire Nails Advance Again.—The advance in wire nails predicted in Hardware and Metal has gone into effect. Wire nails have advanced 10c, and are now quoted at $2.75 per keg, but nails are unchanged at $2.70.

Pipe.—Prices of wrought iron pipe are being firmly held at the recent advance. Lead pipe is unchanged but very firm at 9½ cents with waste pipe at 10½ cents per pound.

Sheets.—Prices of galvanized sheets are very firm and are expected to advance. The market is unsettled and it is understood that some makers have practically withdrawn from the market. The scarcity of steel is affecting sheet makers, acid is scarce and expensive, while the abnormal price of spelter is also a very important factor in the situation. Block and Bessemer sheets are very firm and may advance any time.

Stoves.—There is quite a brisk demand for stoves and furnaces, business this month being reported very good. The cooler weather has improved prospects for trade.

LONDON

LONDON, Nov. 25.—Many important price changes continue to take place each week. Among the changes noted this week is a further advance of 10c per keg in the price of nails. Spades and shovels have also advanced 10 per cent. White lead has advanced 60 cents per 100 lbs. as intimated in a telegraphic notice in last week's issue of Hardware and Metal.

Other lines which have advanced are stove bolts. tire bolts, rivets, O & A wire, fence staples, fence hooks and some lines of builders' hardware.

Business continues good and orders from both city and country are numerous and fairly large.

There is a good demand for cutlery and other lines on which a scarcity is expected. Spring bookings continue good and retailers are booking freely in anticipation of still higher prices on many lines.

Nails and Wire Advance.—A further advance of 10 cents per 100 lbs. has taken place on wire nails, fence hooks and wire. Wire nails are now quoted at $2.75 base; cut nails at $2.70 base. O & A wire is now quoted as follows: No. 10, $3.01 per 100 lbs.; No. 11, $3.07 per 100 lbs.; No. 12, $3.07 per 100 lbs.; No. 13, $3.15 per 100 lbs.; No. 14, hay-baling wire, is quoted at $3.10 per 100 lbs.

Fence staples have advanced 10c per keg, and are now quoted as follows: Galvanized, 100-lb. kegs, $3.95; 25-lb. boxes, $4.20 per 100 lbs.; bright in 100-lb. kegs. $3.10 per 100 lbs.; 25-lb. boxes, $3.35 per 100 lbs.

Fence hooks, galvanized, are now quoted in 100-lb. kegs at $3.95 per 100 lbs.; 25-lb. boxes, $4.20 per 100 lbs.

Other lines are quoted as follows: Barb wire, $3.30 per 100 lbs.: No. 9 galvanized, $3 per 100 lbs.; No. 12, galv., $3.15 per 100 lbs.; No. 13, $3.25 per 100 lbs.; No. 9. coil spring, $3.05 per 100 lbs.

New Price on Bolts.—As predicted by Hardware and Metal some time ago, further changes have taken place in the bolt list. Stove bolts are now quoted at 80 per cent. discount; tire bolts at 72½ per cent. Tinners' rivets, etc., are quoted 65 per cent. off list.

Other Lines.—Shot is now being quoted at 35 per cent. discount. There is a fair demand for rope, which is quoted as follows: Pure Manila. 16c lb. base; British Manila, 13½c lb. base; African hemp, 13½c lb. base; sisal, 11½c lb. base; cotton, 3-16. 24c lb. base; cotton, ¼-in. and up, 23c lb. base; deep-sea line, 27c lb. base; tarred marlin, 27c lb. base.

Linseed oil and turpentine remain at the prices shown in last week's report. White lead is being sold at the recent advanced prices. Glass is unchanged and firm. There is a good demand for alarm clocks and Christmas goods.

WINNIPEG

WINNIPEG, Nov. 25, 1915.—Business during the past week has shown steady improvement and it is expected by the jobbers of Winnipeg that November will show a very good increase over last year.

In speaking to a credit manager of one of the largest jobbing houses, the writer was informed that collections were also improving and could now be termed as very good. No doubt the cold weather, coming as it has, is more or less responsible for this state of affairs, as farmers are unable to get on the land and will consequently draw their grain to town and at the same time make arrangements to settle their store accounts.

Wire Advances

The markets during the past week have shown some interesting changes and perhaps the one which will be looked forward to with great interest is the new price on barbed and plain wire and staples which has been made for Spring shipment. We give you herewith a memorandum of what these prices are, and all orders which have already been booked will take the prices as listed below:

WIRE, BARB.

Lyman, 4-pt., Fort William, $3; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.10; Baker, Fort William, $2.80; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.30; Winnipeg, $3.60; coil spring, No. 12, Fort William, $3.50; Winnipeg, $3.80; plain galvanized, No. 9, Fort William, $3.25; Winnipeg, $3.55.

Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.

$3.10.

STAPLES.

Bright wire, per cwt., $3.05 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

Nails Advance

Wire nails have also taken a further advance of ten cents and the ruling prices to-day are as follows:

NAILS.

Wire, f.o.b. Fort William, $2.85 base; Winnipeg, $3.25 base. Cut, f.o.b. Winnipeg, $3.35.

Solder has advanced 1c per lb., making prices read to-day:

SOLDER.

Per pound, 30 to 31c.

Black Pipe Advances

Black wrought pipe is also advancing in price and below is given a memorandum of the new prices prevailing at the time of going to press:

IRON PIPE.

Black, ¼ inch, $2.80; ⅜ inch, $2.90; ½ inch, $3.62; ¾ inch, $4.19; 1 inch, $6.17; 1¼ inch, $8.38; 1½ inch, $9.97; 2 inch, $13.40; 2½ inch, $21.42; 3 inch, $27.94; 3½ inch, $33.56; 4 inch, $40.05; 4½ inch, $49.37; 5 inch, $57.65; 6 inch, $74.52.

Bale ties have advanced 15c per 100 lbs., making prices read as follows:

Bale ties, 14 gauge, single loop, $4.20 Winnipeg; $3.80 Fort William.

White lead is another line on which an advance in price is reported and prices below are for immediate acceptance only:

Decorator's pure, $11.10 per ton; ton lots, $10.80. Elephant, $11.40 per ton; ton lots, $11.10. Decorator's special, $10.10 per ton; ton lots, $9.80.

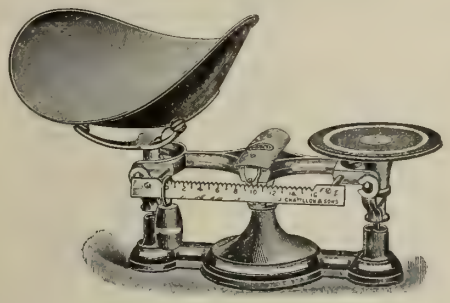
From the changes noted above it will be easily seen that the merchant who buys to-day for a specified price is almost sure to be ahead of the game financially. There is also another feature with regard to placing orders now, which should not be overlooked, and if anything is more important than the question of price. The greatest problem which the jobbers will have to face this coming year is that of getting delivery of their goods. Every article into which steel and wire go will come under a list of doubtful shipments. For this reason it is advisable for all dealers to anticipate their wants as far in advance of the actual demand as possible.

The exceptional demand for steel and wire products would seem to indicate that present prices will be maintained and perhaps further advances recorded within the next three months.

Preserving Time Scale Time

Every housewife needs an accurate scale when she starts her preserving. Success in preserving is not so much a question of recipes as it is of the proper quantity of different ingredients. Your customers will be sure to have what they want if you sell them

CHATILLON SCALES



Their enviable reputation has been earned by their accuracy, reliability, durability and high-grade construction.

Chatillon Scales have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Write to us for illustrated catalogue or ask your jobber

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

The Magnet Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

This label links your business with the bank

THE label of Berry Brothers on a can of varnish has long since become recognized as the mark of quality among discriminating buyers. Berry Brothers' Varnishes are staples of the painters' supply trade, and became so through merit.

It is the safest and surest line you can handle, as the demand for Berry Brothers' products is not only steady but cumulative, and this is what we have in mind when we say that our label links your business with the bank.

There is no element of risk in carrying a stock of varnish under Berry Brothers' label, and you also have the satisfaction of knowing that you are not only serving your own best interests but your customers' also.

Send for our complete price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(180)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 26.—The tension in the paint situation, which has been growing more noticeable from week to week with the rising cost of raw materials, and which has had the result of counteracting the feeling of disappointment in the trade that there were not more substantial reductions in the recent readjustment of manufacturers' quotations, has been increased by the material increase in the figure on white lead in oil at the close of last week. From reliable sources Hardware and Metal learns that the present position of the market is precarious. Not only is there almost certain to be an advance in mixed with any further strength in the markets for ingredients, but the indications are that the present costs will force reluctant action on the part of the manufacturers—and there is a strong probability that such action may not long be deferred. Any marked reaction in oil, turpentine, lead or zinc would bring relief, but all these markets are at present very firm, with the outlook uncertain owing to the conditions prevailing.

With the advancing strength of the market there has been a freer disposition to book for spring business displayed on the part of the retailer. The trade closely follows the actions of such markets as oil, turpentine and lead, and the developments here in the past few weeks have been convincing evidence of the strength of the situation in mixed. Zinc, colors and chemicals find little interest with the average paint buyer, but even a brief reflection on the general situation regarding the war influence on all materials of this kind will convince that costs have risen materially. Therefore, the present market is undoubtedly a good buy; whether prices will be higher or lower by spring is a matter of pure conjecture, but the outlook for the immediate future is certainly in favor of present quotations.

Linseed Oil Steady.—Oil has been steady and firm throughout the week. Quotations have remained in about the same position, with a continuance of the wide spread between different jobbers, to which reference has been made from time to time. Thus, on raw oil there is a low of 79c and a high of 84c, with several prices in between—boiled oil is 3c higher in each case. A factor in favor of the big range in prices appears to be a comparatively small demand, and large orders might have the effect of raising the bottom and lowering the top. The more settled conditions and the continuance of the range prices warrant the following quotations:

	Raw.	Boiled.
1 to 2 barrels	79c-84c	82c-87c
3 to 5 barrels	78c-83c	81c-86c
6 to 9 barrels	77c-82c	80c-85c

Turpentine Firm.—The week has been without material change in the turpentine situation, as regards quotations, by either refiners or jobbers. The recent advances are well maintained and the prices are firm, but there has been no narrowing of the range as between the different houses quoting to the trade. The favored quotations are around 83c, which appears to allow a fair margin above refiners' prices, but 80c is heard, and one firm still maintains a figure of 75c, which was set before recent advances.

Advance in White Lead.—At writing last week an immediate advance in the price of white lead in oil was predicted. This came the next day and the information was given to the trade in a late announcement by wire. On the increase, which amounts to 60c, the new basis is $10.05, with 30c added for less than ton lots; and the market is firm at these figures. The general situation indicates that there may be further advances in "pig," and this has a tendency to continue the strength of the market on the advance. The developments in the position of lead have been carefully followed in these reports, and tendencies have been described which forecast the price changes. The two declines of 50c each which were made from the high a couple of months ago did not have the effect of covering the whole falling off in cost of raw materials. The result was that the first advances in pig lead merely added strength to a comparatively weak situation, but as the upward tendency continued, this strength developed until an increase was necessitated.

TORONTO

TORONTO, Ont., Nov. 25. — Although the season is getting late, business has been very satisfactory in the country, but quiet in the city.

Conditions in the country districts are such that heavy spring bookings are expected. Dealers have considerably more confidence in the outlook than was the case twelve months ago, and consequently are prepared to buy in larger quantities. The farmers are more prosperous and are in a position to buy the goods they want.

The paint market is very firm and advances are expected in some lines, ready-mixed paints being one of them. White lead is very firm at the advance reported last week. Linseed oil is very firm as is also turpentine. The scarcity of gasoline and active demand is tending toward higher prices. The glass situation is unchanged and dealers are inclined to get away from the list.

Linseed Oil.—A weakness has developed in the flaxseed market, but not sufficient to affect the price of linseed oil. There is rather more seed coming forward to the grinders. There is quite a range of prices for oil from 83c-86c to 87c-89½c, the demand, however, is light, and some dealers are no doubt prepared to shade prices. The following quotations represent a fair average in Toronto:

	Raw	Boiled
1 to 2 barrels	85c	88c per gal.
3 to 5 barrels	84c	87c per gal.
6 to 9 barrels	82c	81c per gal.

10 barrels and over, open.

Turpentine.—Turpentine is unchanged at price quoted last week, but the market is very firm and may possibly go higher. There is a scarcity of turpentine in the city, but the demand is light. The strength of the local market is due to conditions prevailing at Savannah, where high prices are being maintained. The following prices are being quoted in Toronto: 1-barrel lots, 85c; 2 to 4-barrel lots, 84c, and 5-gal. lots, 92c per Imperial gallon.

White Lead.—The market is very firm at last week's advance which brings lead in oil up to $10.20 with the usual 30 cents extra for less than ton lots. The revised list will be found in the current paint market quotations.

Mixed Paints.—Prices of ready-mixed paints are very firm with a possibility of an advance. The reduction in price made recently can hardly be maintained as raw materials have all advanced since the lower schedule went into effect. Zinc, white lead and oil are all higher, with little possibility of weakening; the natural result would be an increase in the price of paints.

Gasoline and Benzine.—The heavy demand and scarcity of gasoline has caused another advance in prices. The conditions prevailing in the market are a direct result of the war. The majority of the European oil fields are either nonproductive or else under control of the German forces which has resulted in a big demand from producers in the United States. A large quantity of the higher grades of gasoline is being shipped to the Allies, resulting in a scarcity on this side. Gasoline and benzine have both advanced 2c and are now quoted at 25½c and 25c per gallon respectively.

Any quantity, in barrels.....25½c
Drums, 40-gal., per gal. 23½c
Tank wagon 22c

Something to Sell! That Sells!

B-H
"ENGLISH" PAINT

THERE is great satisfaction in stocking a good article that not only enjoys a steady demand, but is well advertised in those mediums which your customers read regularly. Such an article is

B-H "ENGLISH" PAINT

ONE reason for the remarkably successful increase in the demand for this paint is on account of its containing such a large percentage, 70%, of BRANDRAM'S B. B. GENUINE WHITE LEAD, in all tints and white.

This important selling point is being set forth more fully and more clearly in our advertising to your customers this season.

If you want a live-wire paint proposition, let us give you full information about the B-H Agency.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb........ 65
Pattern, lb. 64

AMMUNITION

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c. "U. M. C." B. B. Caps, 2.30 net; C. B. Caps, 35 and 5 p.c.; 22 short, black, 35 and 5; 22 short, smokeless, 40, 40 and 5; 22 long, black, 35 and 5; 22 long, smokeless, 35 and 5; 22 long, rifle, black, 25 and 5; 22 long, rifle, smokeless, 25 and 5; other R. F. ball, 17½ and 5; R. F. shot, 20 and 15; Pistol and rifle ball, day, 15½c; Pistol and rifle shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; "Winchester" B. B Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long, rifle, black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net. Remington, 20 and 5%; Nitro Club, 20 and 5 p.c.; New Club, 15 p.c.; Arrow, 25 and 10 p.c.

Remington, U.M.C., 22 short, Lesmok, Remington U.M.C., 22 long, Lesmok, Remington U.M.C., 22 long, Smokeless, 35, 5 p.c. from list. Remington U.M.C., 22 short, smokeless Ung., 40, 10, 5 p.c. from list. Remington U.M.C., 22 long rifle, Lesmok, Remington U.M.C., 22 long rifle, Smokeless, 25, 5 p.c. from list.

Shot standard, 100 lbs., $10; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 bali, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz...... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz...... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal.. 0 23 0 25
Drums, gal. 0 20½ 0 23

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 50 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50-7½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 55 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 p.c.
Coach and Lag Scraws, 70 p.c.
Skein Bolts, 65-5 p.c.
Square Head Blank Bolts, 50-7½ p.c.
Bolt Ends, 50 p.c.
Plow Bolts, 55 p.c.
Elevator Bolts, 55 p.c.
Fancy Head Bolts, 45 p.c.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 45 p.c.
Nuts, square, 3¾c off list.
Nuts, hexagon, 4¼c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, up to 20 gauge 0 45
Rods, base ½ to 1 in. round 0 42
Tubing, seamless base ... 0 42
Tubing, iron pipe size, 1 in. base 0 45
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 30
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.

Creamery cans, 33 1-3%.

Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.

Milk can trimmings, 17½%.

Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. ..... 34 75 ....
Copper sheet, planished, 14x60 base. 41 25 31 50
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES

	Montreal Assoc.	Ind.
Ordinary, 52 sheets..	3 25	3 15
All bright, 52 sheets.	4 60	4 75

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

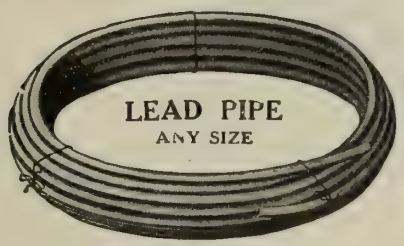
CLOCKS, ALARM

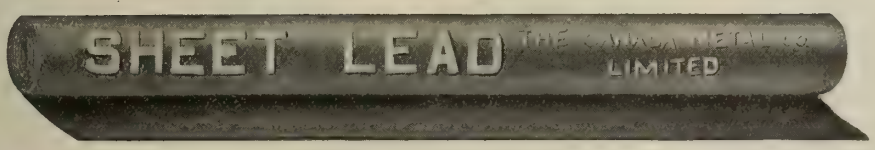
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's House Colors

These paints take well with the trade because they are easily applied, attractive and durable and sell at a price that is comparatively low.

The many dealers with Moore agencies are enjoying a consistent growth in paint business.

Our profitable proposition is ready for you. Drop us a card for it now.

Made in TORONTO, Can.

Benjamin Moore & Co., Limited, West Toronto

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade... 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per cent.; bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60%.

FIXTURES, STALL. Doz.

Hollow 0 85
Pressed Steel 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 24
Drums 0 21½
Tank wagon 0 26½

Toronto.

Any quantity, in bbls...... 25½
Drums, 40-gal., per gal.... 23½
Tank wagon 22

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over...... 0 06½
Masons, 5 lbs. and over... 0 06½
Napping, up to 2 lbs..... 0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr..... $7 50
R. W. No. 117 P.D. Hanger, full set 2 75
R. W. No. 321, per doz. pr. 14 40
Stearns wood track, Special.
Zenith 9 00
Atlas, steel covered... $5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.....	$1 20	$1 00
5 in., doz. prs.....	1 45	1 10
6 in., doz. prs.....	1 75	1 20
8 in., doz. prs.....	2 10	1 60
10 in., doz. prs.....	3 75	2 65
12 in., doz. prs.....	4 65	4 50
14 in., doz. prs.....	5 30	4 65
Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 25
Over 14 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 20	2 50
Refined iron, per 100 lbs.	2 45	2 95
Horseshoe iron, per 100 lbs.	2 45	2 85
Norway iron	4 75	4 50
Mild steel	2 45	2 75
Sleigh shoe steel ...	2 45	2 60
Domestic	2 30	2 50
Reeled machinery steel	2 90	3 50
Tire steel	2 55	2 75
Toe calk steel	3 05	3 50
Mining cast steel, per lb.	0 07¾	0 09
High speed steel, per lb.	2 50	1 50
Cammell Laird, lb..	....	0 15
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb......	0 08	0 09½
Silver tool steel, lb.	0 13½	0 15
Band steel	....	2 45
Spring steel	....	2 90

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05
Montreal, 40%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25
72x30, 26 gauge, case lots. 10 75
Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16 ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 55c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A C., doz...... 2 00

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Prism globes 1 20
Cold blast, short ruby 2 60
Cold blast, common ruby... 2 60
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
25-gauge, galv. metal lath.. 0 21

LEAD.

	Montreal	Toronto
Rail, 100 lbs., see weekly report		
Lead Wool, 11c lb.		
Sheets, 3 lb. sq. ft..	8 25	9 00
Sheets, 3½ lb. sq. ft.	8 00	8 75
Sheets, 4 to 6 lbs. sq. ft.	7 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling .... .Net 9 50
B.T. Bonnie, style A... " 4 25
B.T. Bonnie, style B... " 4 50
B.T. Ideal .... " 6 00
B.T. Ideal Water Motor " 12 00
B.T. Cyclone .... " 6 00
B.T. Cyclone Water Motor .... " 12 00
B.T. Vollmar, No. 2.... " 6 00
B.T. Vollmar, No. 3.... " 6 50

Walls won't fade—smudges wash off—that's the finish your customers get with

CP SANITONE

tne flat, washable wall paint. It spreads smoothly, nolds tight to the wall and has lasting durability and beauty.

Sell your customers something better than wall-paper—sell SANITONE—the finish that will please tnem so much they'll tell their friends.

THE CANADA PAINT CO.

LIMITED

PAINTS-VARNISHES-STAINS
ENAMELS-COLORS

TRADE CP MARK

MONTREAL-TORONTO-WINNIPEG
CALGARY-HALIFAX

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.75 base; Montreal, $2.70 base; London, $2.55 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.95, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Discount, 45 per cent. off list.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 50

OIL

Can. prime white petrol	0 13	0 12½
Royalite	0 13	0 13
Palacine	0 15½	0 16½
Castor Oil, per lb..	0 15½	0 16½
Black Oil (Summer)	0 12½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4c lb.
Tea lead, chest, 4c lb.
Lead (heavy) pipe, etc., 5c.
Brass, heavy, 11c lb.
Brass, light, 9c lb.
Zinc, heavy, 12½c lb.
Copper, heavy, 15¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10 per ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12c lb.
Compos. turnings, No. 1, 10¼c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 6 to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 08¾
Coarse, sewer, lb. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 28-30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 35
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in. ...	$ 2 28	$ 3 69
½ in.	2 80	4 46
¾ in.	3 22	5 16
1 in.	4 76	8 08
1¼ in.	6 44	10 95
1½ in.	7 70	13 06
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 34
3½ in.	25 76	43 70
4 in.	30 52	51 78

Lapweld

2 in.	$ 11 84	$ 19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in.x25 lbs. per ft	85 00	138 75
8 in.x28 lbs. per ft.	97 92	159 84
9 in.	117 30	194 48
10 in.x32 lbs. per ft.	108 80	177 60
10 in.x40 lbs. per ft.	140 08	228 66

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 35	2 25
Heads, per 100 lbs...	2 60	2 45
Tank plates, 3-16 inch	2 60	2 45

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 67½%.

Iron burrs, 67½%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....$2 40
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal, in barrels 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Hemp, deep sea line basis.. 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 23

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 50
L Handle 3 50

SCRAPERS. Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.

Wood, R. H., bright, 80, 10, 7½, 10 per cent.

O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent.		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	

Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 23

SHEETS (BLACK)

	Montreal Assoc.	Montreal Ind.	Toronto
10 gauge ...	3 00	3 00	2 60
12 gauge ...	3 05	3 00	2 65
14 gauge ...	2 95	2 85	2 65
16 gauge ...	2 85	2 85	2 45
18-20 gauge.	3 00	2 85	2 60
22-24 gauge.	3 10	2 85	2 65
26 gauge ...	3 15	2 95	2 70
28 gauge ...	3 30	3 00	2 85

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 6 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 35	5 15	....
18-20	....	....	4 70
22	....	....	4 95
22-24	5 45	5 30	....
24	....	....	5 00
26	5 70	5 45	5 80
28	5 95	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.50; U.S. No. 28, $5.25; U.S. No. 26, $5.00; 22 and 24-gauge, $4.70; 18 and 20-gauge, $4.40; 16-gauge, $4.20; 14-gauge, $4.00.

Colborne Crown — 16-20 gauge, $5.10; 22-24 gauge, $5.30; 26 gauge, $5.55; 28 gauge, $5.80.

Apollo Brand.	Montreal	Toronto
14 gauge	4 55	3 80
16 gauge	4 55	4 00
18-20 gauge	4 75	4 20
22-24 gauge	4 85	4 30
26 gauge	4 95	4 50
28 gauge	5 45	4 80
10¾ ozs.	5 65	5 00

Add 25c for less than case lots

The G.G.G. Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company

Welland, Ontario

"COMFY"

Weather-Strip

is a line that sells on sight.

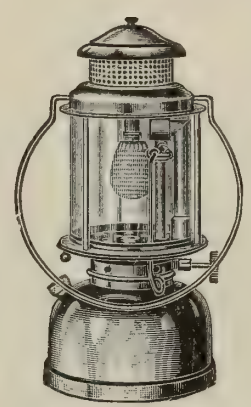
Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

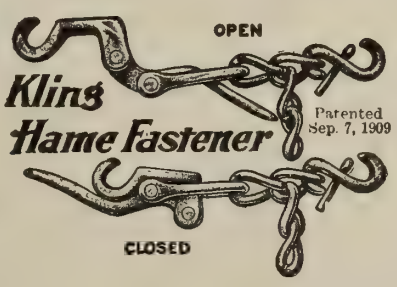
470 S. Clinton Street, Chicago

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street **Toronto, Ontario**

SALES AGENTS

SHELLERS, CORN

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square

Standard galvanized	$5 50
Shipping weight, 90 lbs.	
Standard painted	3 50
Shipping weight, 80 lbs.	

SIDING

Standard galvanized	$4 75
Ordinary galvanized	4 45
Standard painted	2 95
Ordinary painted	2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS

Harness, 25 per cent.

SNOW SHOVELS

Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS

Base, per lb., 33 cents.

SOLDER, WIPING

Acme	0 23
Commercial	0 24
Easy	0 24
Star Extra	0 25¾
Strictly standard wiping.	0 26

SPELTER

See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	3 95	3 95
Fence staples, galv., 25-lb. boxes	4 25	4 25
Fence staples, bright, in kegs...	3 10	3 10
Fence staples, bright, in 25-lb. boxes	3 35	3 35
Poultry netting staples, 10-lb. boxes		5 65
Poultry netting staples, 25-lb. boxes		5 35
Poultry netting staples, 100-lb. boxes		5 10
Solid, 3 to 30 lbs., per cwt..		1 60

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz.	15 50
No. 800, doz.	21 25
Competitor, doz.	9 25

SWEEPERS, CARPET Bissell's

Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen, N.P., ball-bear.	32 00
Parlor	35 00

SWINGS

Baby, 2-passenger, each ...	$2 75
Ontario, 2-passenger, each...	4 25
Ontario, 4-passenger, each..	4 80
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks. 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

Above list cancelled. See panel in weekly market letter.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 00
Ass skin, No. 714, 66 ft., doz.	3 55
Linen, No. 404, 66 ft., each	1 25
Metallic, No. 603, 50 ft., ea.	1 52
Challenge steel, No. 263, 50 ft., each	2 90
Challenge steel, No. 266, 100 feet	4 90
Reliable Jr., No. 103, 50 ft.	2 70

TIES (METAL)

Galv. wall ties, per 1,000...	$5 00
Painted wall ties, per 1,000..	5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle	11c ft.
B.T. Double T.	10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb.	0 12¾
600 ft., per lb.	0 10½
500 ft., per lb.	0 08¾
500 ft., per lb.	0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 23½
3-ply	0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS

Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest
Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3...	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.

White ware, 70, 10 and 5 p.c.

Canada, Diamond, Premier, 50 and 7½ p.c.

Pearl, Imperial and Colonial steel, 60 and 7½ p.c.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 40 p.c. off.

Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Galvanized coal hods, 20%.

Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.

10-qt. flaring sap buckets, 33 1-3 p.c.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 20 p.c.

Coal hods, 33 1-3 p.c.

WARE, STAMPED

Plain, 70 and 20 p.c.

Retinned, 70 and 10 p.c.

Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per cwt.	1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...	22 75
Garden, steel wheel, doz...	36 00
Light garden, per doz.	27 00
Heavy garden, L-side	33 00
Heavy farm, solid side....	36 00

WHIFFLETREES

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins., per doz.	8 75
Tubular steel, 36 ins., per doz.	9 75
Tubular steel neckyokes, 36 inches, per doz.	12 00
Tubular steel doubletrees, 40 inches, per doz.	12 50
Tubular steel lumberman's, 44 inches, per doz.	13 00

WIRE. Copper wire, 30%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire. No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh	7 70
6 mesh	8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $2.95; No. 4, $2.95; No. 15, $3.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.85 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 45	3 47½
No. 9, coil spring.	3 45	3 35
No. 9, plain galv..	3 15	3 30
No. 12, plain galv.	3 30	3 45
No. 13, plain galv.	3 45	3 55
O. & A., No. 10...	2 91	3 01
O. & A., No. 11...	2 97	3 07
O. & A., No. 12...	3 05	3 10

F.o.b. London; Base, $2.95; No. No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop—	Per cwt
No. 12	$ 3 35
No. 13	3 45
No. 13½	3 50
No. 14	3 60
No. 15	3 80

WRINGERS, MOP

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley, B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.

White, No. 2, each	$1 00
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 22	0 22
Part cask	0 22½	0 22½

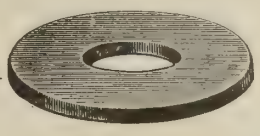
OVAL
Apple
Picking
Baskets

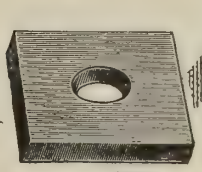
Half bush. and $\frac{3}{4}$ bush.

Prompt Shipment.
Order Now.

Walter Woods & Co.
Hamilton Winnipeg

Wrought and Steel Plate
WASHERS
of all descriptions





Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

The Best Clipper on the Market

BARTON-GILLETTE'S NO 10

Sells for $17.50

CLIPPER PLATES

Get our Prices

Each plate packed in a tin box.

Henderson & Richardson
Board of Trade Bldg.
MONTREAL

FLY SCREEN
WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.
We make a complete line.
Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario
EASTERN REPRESENTATIVES:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-Per-Lac floor enamel	2 00
Jas-Per-Lac art enamel	2 85
Mooramel	4 00

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags— No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	...
86 to 90	..
91 to 95	...
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope, up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 40½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.

James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 55	10 70
Moore's Pure White Lead	10 55	10 70
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 45
Painters' Perfect	9 30	10 40
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Elephant	1 85
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jasperite floor finish	2 25
Jasperite exterior finishing	2 00
Jasperite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

Your Profits Depend on Yourself!

There's money in taking orders for us. You don't have to handle the goods, simply take the orders, we will ship direct. Tell your local elevator man, blacksmith, machinist and contractor that you want to place his next order for standard or miscellaneous steel or iron, machinery, or repairs, etc., we will quote a price that will get you the order, besides allowing you a liberal profit.

You Get the Order—We Will Do the Rest

Our big shops, expert engineers, and machinists are ready to fill your orders correctly and with promptness. If you require any mechanical information, or help in any way to secure business, we will be glad to hear from you.

IF YOU ARE NOT RECEIVING OUR MONTHLY
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Manitoba Bridge & Iron Works, Limited
WINNIPEG

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2½c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.05 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.15; 10, $3.21; 11, $3.17 12, $3.35; 13, $3.45; 14, $3.55; 15, $3.70; 16, $3.85.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

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WINNIPEG and CALGARY

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Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Animal Traps.
Oneida Community, Niagara Falls, Ont.

Asbestos Papers.
O-Rib-O Mfg. Co., Winnipeg, Man.

Asbestos Pipe Coverings.
O-Rib-O Mfg. Co., Winnipeg, Man.
Canadian H. W. Johns-Manville Co. Ltd., Toronto.

Ash Sifters.
Burrowes Mfg. Co., Toronto.
Collins Mfg. Co., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros. Toronto.

Auger Bits.
A. C. Leslie Co., Montreal.
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories.
Canadian Consolidated Rubber Co., Montreal.
The Carborundum Co.
Canadian H. W. Johns-Manville Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Stanley Wks., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Auto Refinishing Outfits.
Sherwin-Williams Co., Ltd., Montreal.

Axes, Safety, Pocket and Camp.
Marble Arms & Mfg. Co., Gladstone, Mich.

Axles.
B. J. Coghlin, Montreal.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Baits, Spoon.
The Andrew B. Hendry Co., New Haven, Conn.

Bale-Ties.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps.
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
Canada Steel Goods Co., Hamilton.
MacKenzie Bros., Winnipeg, Man.

Barn Equipment.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
MacKenzie Bros., Winnipeg, Man.

Bath Room Fittings.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

Batteries and Accessories.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Belting.
Canadian Consolidated Rubber Co., Montreal.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages.
Andrew B. Hendryx Co., New Haven.
E. T. Wright Co., Ltd., Hamilton.

Bits.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Boats.
Walter Dean, Toronto.

Bolts and Nuts.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Box Chisels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers.
Landers, Frary & Clark, New Britain.
E. T. Wright Co., Ltd., Hamilton.

Brooms.
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes.
American Broom Works, St. Basile, Que.
W. B. Bate & Co., Toronto.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

Builders' Tools and Supplies.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New Britain
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware.
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Limited, Montreal.
Peck, Stow, & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper.
O-Rib-O Mfg. Co., Winnipeg, Man.

Buildings, Portable.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Pedlar People, Ltd., Oshawa.

Burlap.
G. F. Stephens & Co., Winnipeg.

Burrs.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Cake Tins.
Soren Bros., Toronto.

Calipers.
L. S. Starrett Co., Athol, Mass.

Camp Kettles.
Soren Bros., Toronto.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Mackenzie Bros., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.

Cans, Gasoline, Oil.
C. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Canoes.
Walter Dean, Toronto.

Carriers.
Beatty Bros., Ltd., Fergus, Ont.; Winnipg, Man.

Carriers, Manure.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Carpet Sweepers.
Bissel' Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Cartridges.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Casseroles.
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Ceilings, Metal.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement, Liquid.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Chafing Dishes.
Landers, Frary & Clark, New Britain
MacKenzie Bros., Winnipeg, Man.

Chain Drills.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chains.
B. J. Coghlin, Montreal.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.

Churns, Glass, Metal.
Dazey Churn & Mfg. Co., St. Louis, Mo.

Clamps, Rack.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua.
Crescent Mfg. Co., New York, N.Y.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

Clothes Reels.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Wringers.
American Wringer Co., New York
Cummer-Dowswell Co., Hamilton, Ont.

Coal Chutes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Coffee Percolators.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

Colors, Dry.
Canada Paint Co., Montreal.
W. B. Bate & Co., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co. Montreal
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel.
The Stanley Works, New Britain.

Collection Agency.
Assignees Agents, Limited, Toronto.

Compasses.
Marble Arms & Mfg. Co., Gaidstone, Mich.

Conductor Pipe.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Toronto.
Roofers Supply Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Coping Saws.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Corrugated Iron.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Corrugated Aluminium.
The British Aluminium Co., Ltd., London, Eng.

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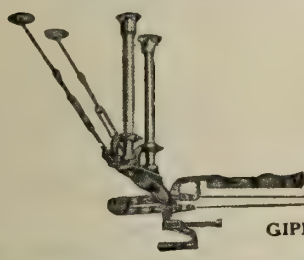

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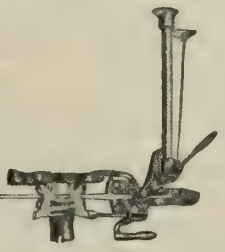

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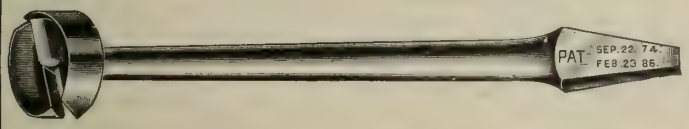

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
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Crowbars.
B. J. Coghlin, Montreal.

Culverts.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Cuspidors.
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E. T. Wright Co., Ltd., Hamilton.

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Crookes, Jonathan, & Son.
Geneva Cutlery Co., Geneva, N.Y.
Henderson & Richardson, Montreal.
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Hutton, Jas., & Co., Montreal.
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MacKenzie Bros., Winnipeg, Man.
Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Miller, Morse Hdwe. Co., Winnipeg.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Derricks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Dies.
Pratt & Whitney Co., Dundas, Ont.

Door Bolts.
The Stanley Works, New Britain.

Door Checks.
Wm. Newman & Sons, Birmingham.

Doors, Screen.
MacKenzie Bros., Winnipeg, Man.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.

Door Springs.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Doubletrees.
MacKenzie Bros., Winnipeg, Man.

Drills.
Pratt & Whitney Co., Dundas, Ont.

Drawer Pulls.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
Canada Dry Cells, Ltd., Winnipeg.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Dryers, Paint
W. B. Bate & Co., Toronto.

Dustless Dusters.
MacKenzie Bros., Winnipeg, Man.

Dustless Mops.
MacKenzie Bros., Winnipeg, Man.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
The Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.

Elbows.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
E. T. Wright Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Pullman Brass & Metal Co., Hamilton.

Electric Irons.
MacKenzie Bros., Winnipeg, Man.
Landers, Frary & Clark, New Britain.

Electrical Tools.
John Oakey & Sons, Ltd., London, Eng.

Emery.
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth.
John Oakey & Sons, Ltd., London Eng.
G. F. Stephens & Co., Winnipeg.

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The Carborundum Co., Niagara Falls, N.Y.
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Emery Wheels.
John Oakey & Sons, Ltd., London, Eng.

Enamels.
W. B. Bate & Co., Toronto.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
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MacKenzie Bros., Winnipeg, Man.
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Fasteners, Storm, Sash & Screen.
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Fasteners, Storm, Sash and Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Brick.
Manitoba Bridge & Iron Wks., Ltd..

Fire Clay.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.

Fishing Tackle.
Andrew B. Hendryx Co.,
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric.
MacKenzie Bros., Winnipeg, Man.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Flint Paper.
John Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Hamilton.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton
The Western Wire & Nail Co., Ltd., London, Ont.

Garages, Metallic.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Garage, Hardware.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass
Richards-Wilcox Canadian Co., London, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.

Garden Tools.
C. S. Norcross & Sons, Bushnell, Ill.
Ward & Payne, Sheffield, Eng.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges.
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

Glass Cutters.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.

Glass Cutting Boards.
The Lufkin Rule Co., Windsor, Ont.

Glass Ornamental.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal
Toronto Plate Glass Importing Co., Toronto.

Glass Paper.
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son, Montreal.

Glass, Wired.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
A. Shaw & Son, London, Eng.

Glue.
W. B. Bate & Co., Toronto.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Granaries Portable, Metallic.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Grindstones.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., [illegible]

Grinders, Grain.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Grinding Compound.
The Carborundum Co.

Guns.
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines.
Victor Saw Works, Hamilton, Ont.

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Imperial Mfg. Co., Welland, Ont.
D. C. Ross & Co., Toronto.

Hammers.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.

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Hand Screws.
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain.

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Hinges.
Canada Steel Goods Co., Hamilton
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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The Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Hot Plates.
Collins Mfg. Co., Toronto.

Ice Cream Freezers.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Incubators.
Collins Mfg. Co., Toronto.
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Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
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Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

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Banwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
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Canada Metal Co., Toronto.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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Goodell-Pratt Co., Greenfield, Mass.
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Burrow, Stewart & Milne Co., Ltd., Hamilton.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Northern Bolt & Screw Co., Owen Sound, Ont.
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Metallic Roofing Co., Toronto and Winnipeg.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.
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Canadian Consolidated Rubber Co., Montreal.
Saws.
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.
Saws, Cross-Cut.
E. C. Atkins & Co., Hamilton.
Simonds Canada Saw Co., Montreal.
Saw Specialties.
Victor Saw Works, Hamilton, Ont.
Aylmer Pump & Scale Co., Aylmer
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
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Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.
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MacKenzie Bros., Winnipeg, Man.
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Bright or Galvanized

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WIRE

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BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

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They will give your customers a service that will bring them back to you for their next requirements, and they pay a splendid profit.

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National Machinery & Supply Co., Ltd., Hamilton.

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Buck Bros., Milbury, Mass.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls, New York.

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MacKenzie Bros., Winnipeg, Man.

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Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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Canadian Wm. A. Rogers, Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

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MacKenzie Bros., Winnipeg, Man.

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Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.

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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
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Walter Dean, Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

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Butterfield & Co., Rock Island, Que.

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Thos. Davidson Mfg. Co., Montreal.

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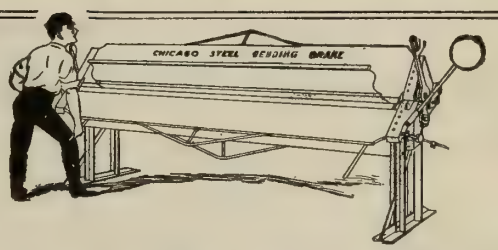

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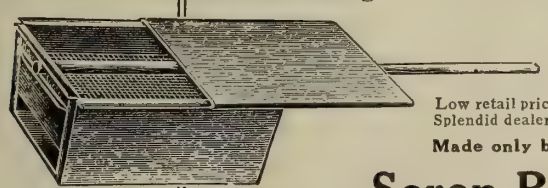

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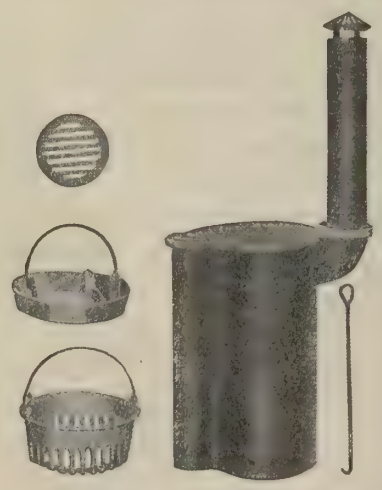

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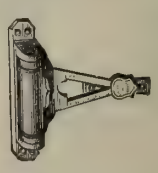

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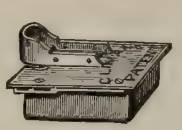

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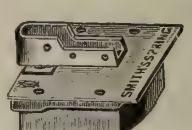

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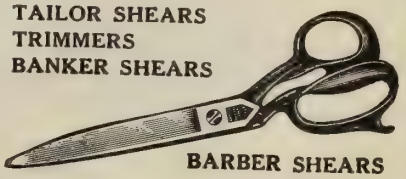

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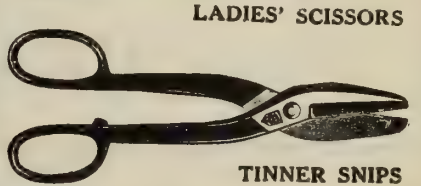

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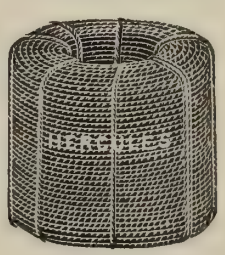

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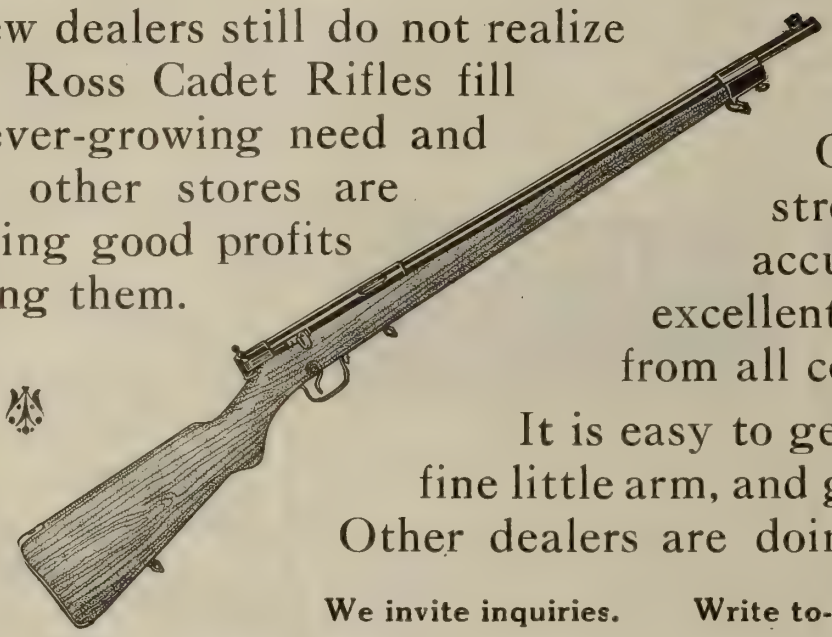
F.W. Lamplough & Co., Unity Bldg., Montreal

Don't Put It Off To 1916

A few dealers still do not realize that Ross Cadet Rifles fill an ever-growing need and that other stores are making good profits selling them.



The Ross Cadet is an ideal .22 Calibre Rifle. It is strong, reliable and accurate, fitted with excellent sights and free from all complicated parts.

It is easy to get $12.00 for this fine little arm, and get it fairly often. Other dealers are doing it every day.

We invite inquiries. Write to-day for particulars.

Ross Rifle Company - Quebec

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

"Hoyt Frost King" Babbitt

makes cool, non-friction and lasting bearings.

It's the choice of the long-experienced babbitt users—and for this reason it will increase the sales of the dealer who sells it.

Order from your jobber.

OUR ANNUAL SALES ARE OVER $5,000,000.

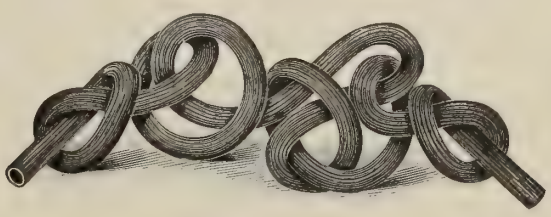
Hoyt Metal Company, Toronto, Ontario

FACTORY AND OFFICE:—Eastern Avenue and Lewis Street

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

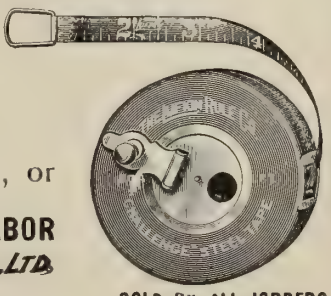
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark

LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

Talk Number Twenty-Six

You pay for no expensive mistakes in plant or process when you buy "PREMIER" GALVANIZED SHEETS. They're made right, by people who know the business from the ground up. A big stock of fine sheets, ready for your use. Better say "PREMIER" soon.

TINKER TOM.

Look for Talk No. 27 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

17-T

McKINNON ELECTRIC-WELDED CHAIN

Quality means Satisfaction

"QUALITY"

Satisfy Your Trade

McKinnon Chain Co. were the first to manufacture and introduce Electric-Welded Chain in Canada. By reason of the care exercised in selection of material, and in welding, inspecting, and testing, we have built up a "Quality" reputation for McKinnon Swell-Weld Chain.

Guarantee

Prompt Shipments

All McKinnon Chain is guaranteed against defects in material or workmanship, and will be replaced free of charge if a weld breaks before chain has stretched stiff.

Sold by Jobbers

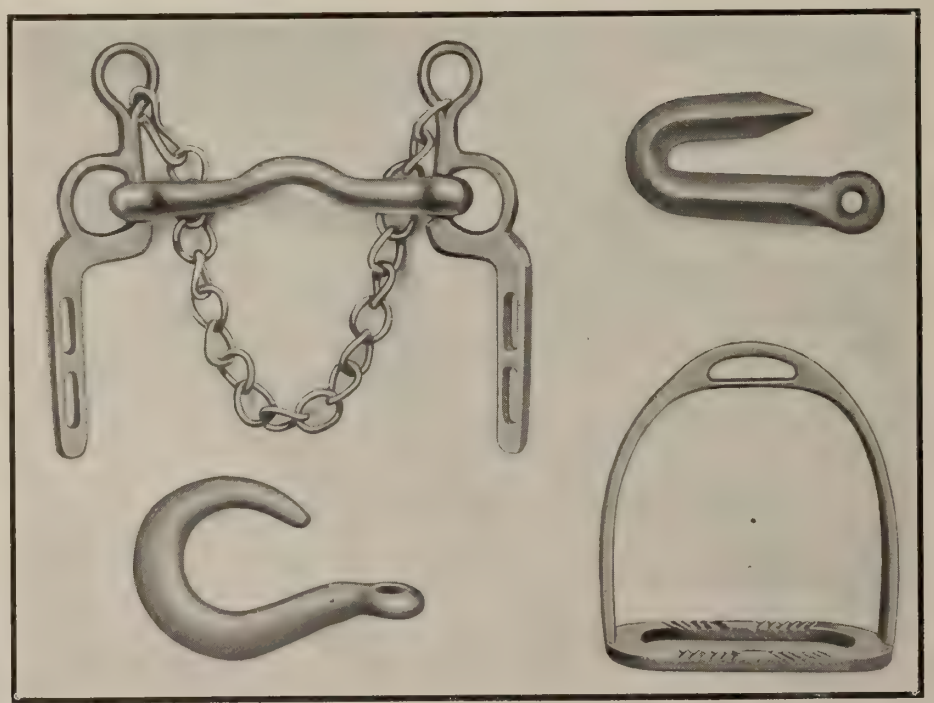
MADE IN CANADA

McKINNON CHAIN CO.

SALES OFFICE AND FACTORY — **ST. CATHARINES, ONTARIO**

GUARANTEED FORGINGS

High-Grade Goods that satisfy particular buyers



We can fill your orders promptly with dependable goods that you will be proud to offer your trade — goods that your customers call for almost every day. Let us quote you on any kind of Forgings you may need. Our prices are low for quality goods.

McKINNON DASH COMPANY

ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 December 4
No. 49 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

A Christmas Present For Your Clerks

EVERY hardwareman wishes, in some way, to remember his clerks at Christmas. As a business man he naturally prefers his gift to be of a practical nature.

What could be more practical or more acceptable than a year's subscription to Hardware and Metal? It not only serves as a constant weekly reminder of an employer's thoughtfulness, but it also helps to develop the clerk into a more valuable assistant.

Will you give your clerks Hardware and Metal this Christmas? Send us a list of their names and addresses, enclosing $2 for each subscription, and we will see that their subscription commences with the Christmas Number—December 25. At the same time, we will write them, advising them that Hardware and Metal is being sent to them, on your instructions.

Act now!

HARDWARE AND METAL
143-153 University Ave., Toronto, Canada

The Strings of Your Piano

are made from the same kind of wire that is used for the springs of Stanley Foot and Chain Bolts.

You are familiar with the service rendered by your piano strings under continual strain.

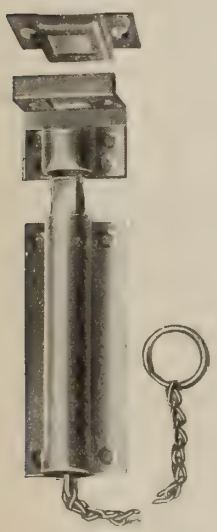
The springs of these Stanley Bolts give the same service—plus—being Stanley Sherardized to prevent rust and breaking. This is as good a protection against rust as it is possible to obtain, and we guarantee that the Stanley Sherardized finish will stand a more severe test than the U.S. Government requires for its galvanizing.

No. 1055 Wrot Steel Chain Bolt in 3, 6 and 10 inch sizes in Japanned and Plated finishes is packed with strap and angle staples. Box or utility staple will be included when ordered. The box staple can be located at any point on upper jamb, and is mainly for use with batten doors. All sizes are reversible by removing set screw from bolt proper, turning bolt and replacing screw in opposite side. Chain 24 inches long. Also furnished with 5 foot chain and numbered 1055½.

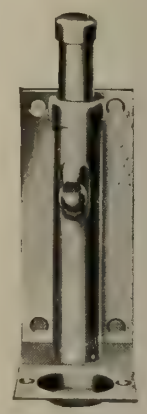
No. 1056 Wrot Steel Foot Bolt is furnished in the same styles, sizes and finishes as the Chain Bolt, and the two make a very neat appearance when used in combination. Packed with rectangular floor plate—having oval-shaped hole to take care of shrinkage in door without resetting plate. Floor plate is cupped to guide bolt and the cap and release are solid bronze. Stanley Products have received Highest Award—Medal of Honor—at the Panama-Pacific Exposition. Our first Medal of Honor was received in 1855.

No. 1055—10″

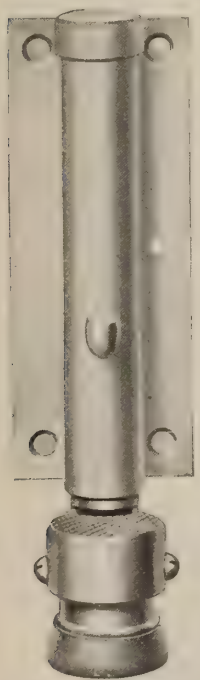
No. 1056—10″



No. 1055—3″ and 6″



No. 1056—3″ and 6″



Door Holder No. 456

No. 1052

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.

NEW YORK HINGE HEADQUARTERS CHICAGO

Canadian Representatives: A. MacFarlane & Co., Coristine Bldg., Montrea

"P.&W. Co."

SMALL TOOLS

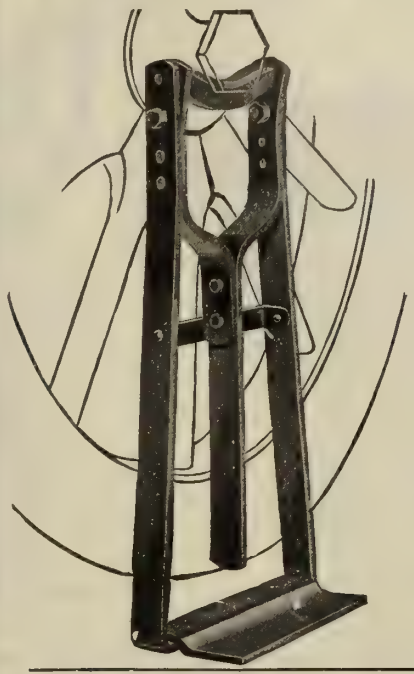
PRECISION
QUALITY
DELIVERY
Guaranteed

If your jobber cannot supply you, WRITE US DIRECT.

Pratt & Whitney Company
of Canada, Limited
Dundas, Ontario, Canada

MONTREAL
723 Drummond Bldg.
VANCOUVER
609 Bank of Ottawa Bldg.
WINNIPEG
1205 McArthur Bldg.

TIME TO GET BUSY



on "R.W." 501
STORAGE
JACK and
TIRE SAVER

Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel — cannot crack. Car is lifted or lowered in twenty seconds.

Leather-lined yoke.

THOUSANDS IN USE GIVING PERFECT SERVICE

Retails in Ontario at $4.00 per set of four.
Sell easy—good profit.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

FLY SCREEN
WIRE CLOTH
IN BLACK,
BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company
Hamilton, Ontario

EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

More-Profit Pumps
---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

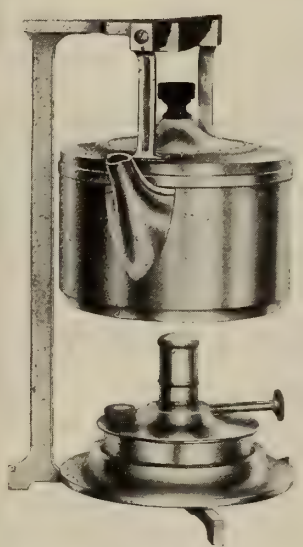
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

UNIVERSAL
Casserole No. 76268N

UNIVERSAL
American-Sheffield Plate
Electric Coffee Urn No. E8166

UNIVERSAL
Vegetable Dish No. 73228N



UNIVERSAL
Table Kettle No. 533

UNIVERSAL

CHRISTMAS GIFTS

Save time in making sales by showing the goods your customers know. You won't have to demonstrate and explain UNIVERSAL appliances. Their reputation for quality and efficiency is known everywhere.

We've anticipated the Christmas demand for UNIVERSAL appliances and can make immediate shipments of those articles illustrated here. Mail or telegraph orders are filled at once—not filed for attention later.

Write for Prices, Discounts, List of Advertising Helps.

LANDERS, FRARY & CLARK
New Britain, Conn.

Canadian Representatives: A. Macfarlane & Co., Montreal

UNIVERSAL
Electric Coffee
Percolator No. E964

UNIVERSAL

UNIVERSAL
Baking Dish No. 287N

UNIVERSAL
Chafing Dish No. 340N

UNIVERSAL

UNIVERSAL
Baking Dish No. 1407N

LEWIS BROS., LIMITED, MONTREAL

NEW GOODS FOR UP-TO-DATE DEALERS

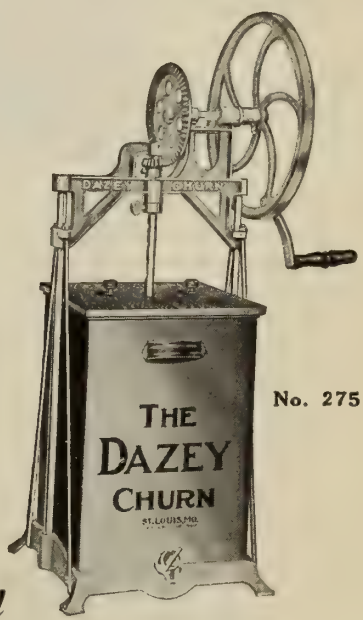
20

30

40

No. 2800

Nos. 1000 & 1600



No. 275

Send Us Your
Mail Orders
We are Quick Shippers.

The Dazey Churn Saves Time and Labor

Send for Free Catalogue of Hand and Power Churns.

LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

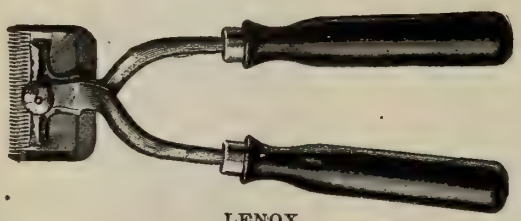
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.

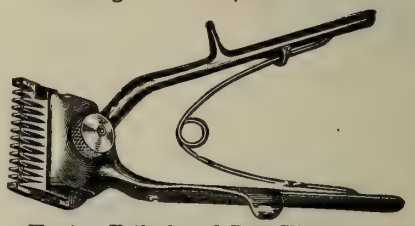
BALL BEARING
Retailing at about $2.50.

NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

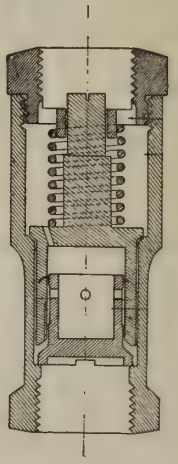
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

ROAST PANS

In the last few weeks we have helped hundreds of hardware men to sell more Roast Pans and at higher prices. We can help you.

Write for special proposition in this line.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

The Demand Exists For The "Famous Five"

It doesn't have to be created. It merely rests with you to give your customers the goods they ask for.

90% of the files used in Canada each year are of the following brands:

KEARNEY & FOOT, GREAT WESTERN AMERICAN, ARCADE, GLOBE

(***Made in Canada***)

And we are educating your customers for you on the saving in time and labor by discarding a file when it is half worn, and replacing it with a new one.

It only remains for you when selling a file to remind your customers of this fact. You'll sell two files where you now sell only one.

The line, therefore, for you to push is the one for which there is a big demand—the "Famous Five."

NICHOLSON FILE COMPANY **Port Hope, Ont.**

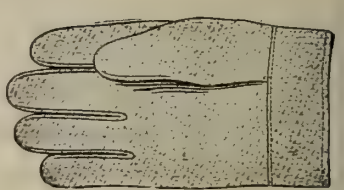
(Jobbers Everywhere)

TAPATCO

REGISTERED BRAND TRADE MARK

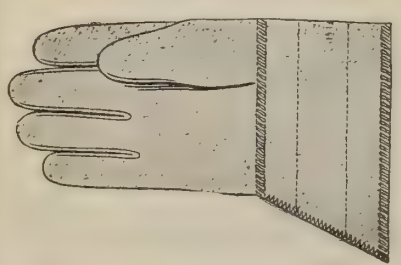
When you've looked them over

you will fully understand why "Tapatco" Cotton Gloves are creating bigger business for dealers everywhere.



Made entirely of Canadian materials by expert Canadian workmen, "Tapatco" Gloves give that satisfaction which creates profitable customer confidence.

This popular selling line embraces Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights. Also Leather Tip and Leather Face Gloves, and Jersey Gloves and Mitts, in Tan, Brown or Oxford.

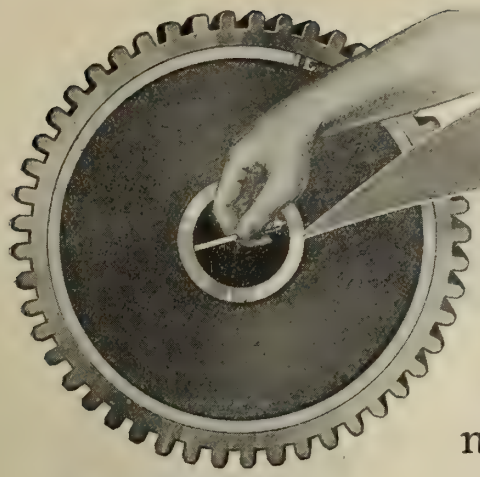


"Tapatco" Cotton Gloves are probably the one thing necessary to put your Glove Department on a better profit-producing basis.

Why not try them out? Get a sample order, to-day.

American Pad & Textile Co.

CHATHAM **ONTARIO**

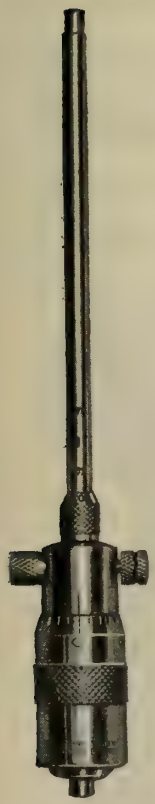


Fits

The best machinist is the one who can caliper his fits so accurately the jobs never come back for refitting.

The limits of tolerance are so small that the greatest accuracy is required.

In forced fits 1-1000 of an inch is the limit allowed. This means the machinist must place great dependence upon his instruments.



Starrett Tools

and Instruments of Precision

are absolutely true and are designed for quick, easy adjustment.

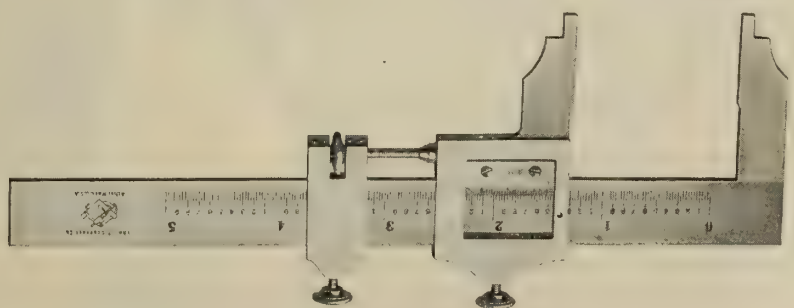
For example—the Starrett quick adjusting micrometer can be instantly opened or closed to any point within its capacity. This saves time and combines speed with accuracy. Starrett Tools are well known as standard by all expert machinists and engineers.

2100 styles and sizes—including micrometers, vernier calipers, dividers, combination squares, steel tapes, hack saws. We deal direct with hardware stores. Write for free catalog No. 20-MA terms and prices.

The L. S. STARRETT CO., Athol, Mass.

"The World's Greatest Tool Makers"

NEW YORK LONDON CHICAGO



Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

Do All "Safety Devices" Really Safeguard?

The mere mention of the word "safety" ofttimes gives the impression of absolute infallibility. But, does *safety* always mean just that?

As you know, a pistol is cocked when the *hammer* is held back by the *sear*. To fire a pistol, the sear must be moved to release the hammer and allow it to fall. In some pistols this may be unintentionally caused by a jar.

Unless the "safety" positively blocks the sear, it is not a real "safety," but a dangerous substitute.

A COLT is POSITIVELY SAFE in the fullest sense of the word.

It means that the COLT GRIP SAFETY blocks the sear and locks the trigger, thus positively preventing the hammer from falling unless this grip safety is pressed in and the trigger pulled.

The Colt, therefore, is *positively locked against* accidental discharge.

Sell Coit's and Safeguard Your Customers!

Send for a supply of folders more fully explaining this important point.

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U.S.A.
or A. MACFARLANE & CO., Coristine Building, MONTREAL

"You Can't Forget to Make a COLT Safe."

WROUGHT IRON

PIPE

Agricultural Pipe
Bedstead Tubing
Steam and Gas Pipe

Fencing Pipe
Railing Pipe
Conduit and Signal

BLACK and GALVANIZED **STANDARD and EXTRA HEAVY**

WIRE

Bright, Oiled and Annealed, Spring, Rivet Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.

Wire Nails
Fence Staples
Poultry Netting Staples
Corrugated Fasteners
Fencing and Gates
Wire Goods
Lead Pipe

Tacks
Wood Screws
Machine Screws
Bolts and Nuts
Rivets and Burrs
Steel Bars
Putty

HAMILTON
TORONTO
VICTORIA
VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL
WINNIPEG
ST. JOHN
HALIFAX

The **Magnet** Two Styles

A Hand or Power Washing Machine you can place practically in every home in your community, particularly where gasoline, steam engine, electric or windmill power is available.

The DEMAND, the MARKET and the PROFIT are all there.

The mechanism is the same on both style machines, except the fly wheel which for the power machine has a flat rim for belt. The gearing is all on side of tub instead of cover, which can be raised without removing belt or stopping the machine. Get a full description anyway. Made only by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

1835 **1915**

The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of **Scales** we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of **Butcher Knives** and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff St. **New York City**

Write for complete illustrated catalogue of Spring Scales and Butchers' Cutlery

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

"COMFY"

Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA

"Metallic" Building Materials

Bargain in Terne Plate

We offer, subject to prior sale, all or part of

105 BOXES, 20 x 28, J. C. TERNE PLATE
112 SHEETS PER BOX, 216 LBS.

Price $7.50 per box, F.O.B. Toronto

Terms net, 30 days to approved credit

Material is first class in every particular. We have no use for it and are sacrificing it for quick clearance.

WIRE YOUR ORDER

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

Presentable Lines for the Holiday Trade

"STERLING"

Nickel-Plated Tea and Coffee Pots

Made of heavy copper, heavily tin lined, high-grade finish, handsomely embossed.

Made in four sizes, 2, 3, 4 and 5 pints.

"CARPATHIAN"

Nickel-Silver Trays

Made round, oval and oblong, and in assorted designs.

In all sizes from 12 to 18 inches.

These are very popular sellers at this season of the year. Mail orders given prompt attention.

THE THOMAS DAVIDSON MFG. COMPANY, LIMITED

Toronto Montreal Winnipeg

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

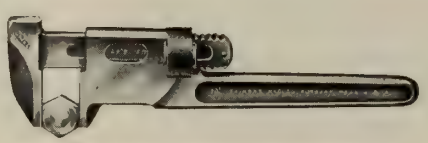
Awarded

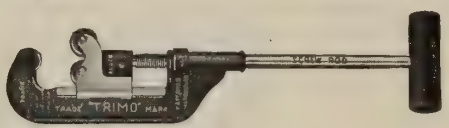
TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded





Send for Catalog No. 150

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

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Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.

Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.

A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

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HAMILTON, ONTARIO

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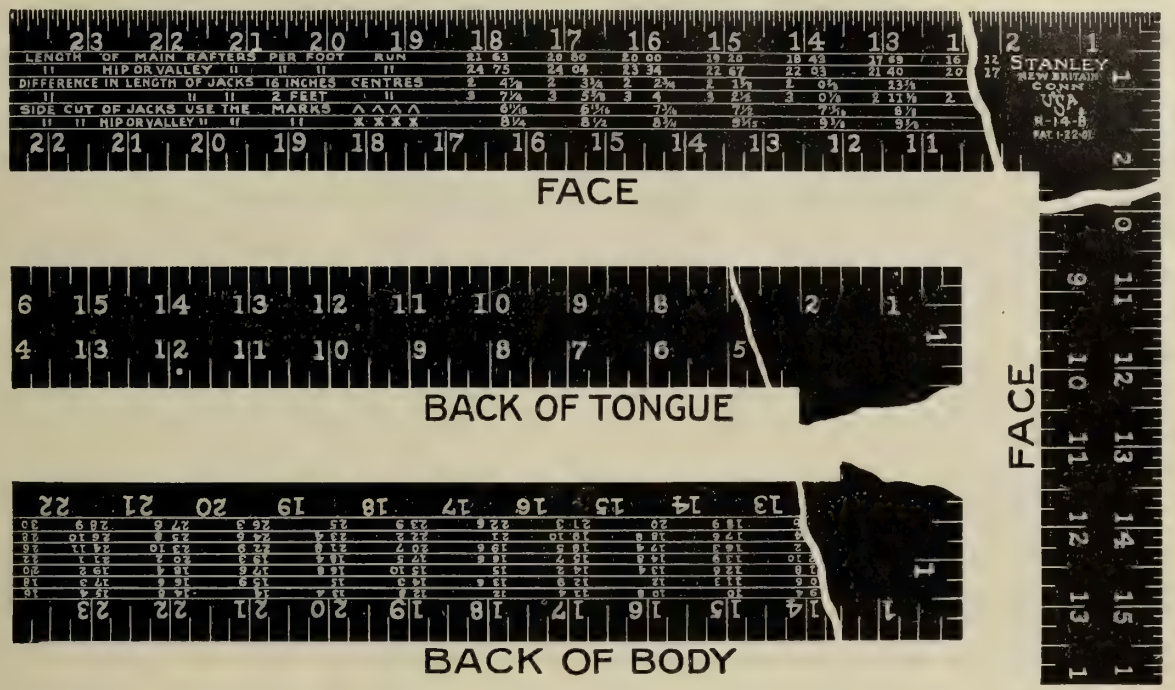
Stanley Tools



Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

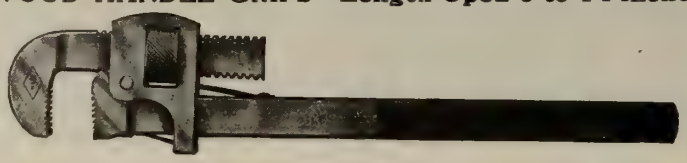
Each Square is packed in an anti-rust envelope.

Send for further particulars.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"W & B" Pipe Wrenches

WOOD HANDLE GRIPS—Length Open 6 to 14 Inches



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These types of "W. & B." Wrenches are particularly adapted for the proper handling of metal pipe. The movable jaw with sharp-edged, grooved teeth gives a sure grip.

Add this line to your stock of "W. & B." Wrenches.

We manufacture a complete line of Screw and Drop Forged Wrenches, shown in catalog No. 82, supplied on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

ST. CATHARINES, ONT.

Jenkins Bros.' Extra Heavy Gate Valves

TRADE JENKINS MARK

Jenkins Bros.

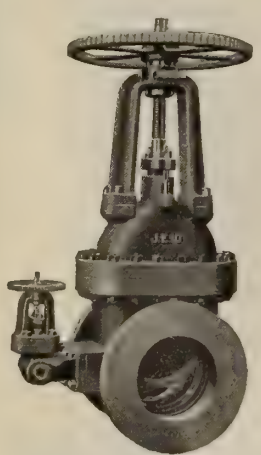

Fig. 204-B

All are guaranteed to stay tight under a working steam pressure of 250 lbs. or a hydraulic pressure of 400 lbs.

The globe-shaped bodies are made of high-grade cast iron and are tapped for renewable bronze seat rings. The wedges are also cast iron, heavily faced with bronze rings which cannot become loose in service. Wedge guides are provided and carefully finished on the inside to insure smooth opening and closing without chattering in a partially opened position.

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We can build these valves for electric, hydraulic or pneumatic operation to order. Also made in Cast Steel for high pressure superheated steam and hydraulic pressures.

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Our line is very complete, including

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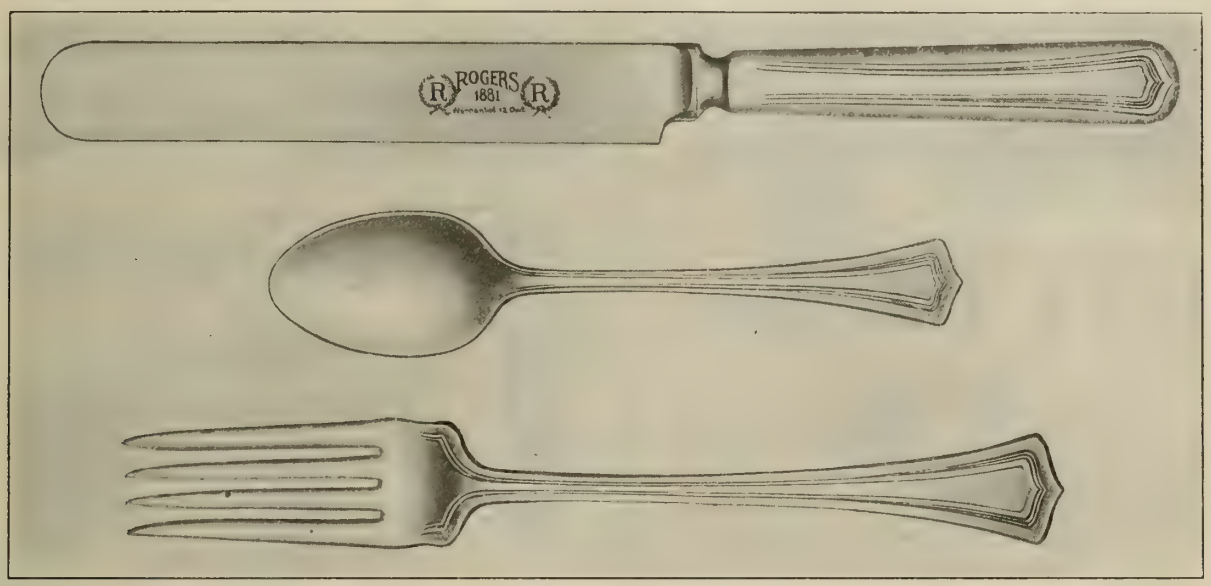
A line which is a specialty in itself for the Season's Trade.



Revere, 3-piece Child's Set, $2.00 list each. Very nicely put up in a racked lined box.

This set is also stocked in GREYLOCK, GRECIAN and LELAND patterns. And made in several other popular patterns at the same price.

No. 400. Bright, Gold Lined Child's Cup, full size, $2.00 list each.

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Canadian Wm. A. Rogers, Limited

Silversmiths and Manufacturers of Electro Silver Plate of all kinds and suitable for all markets.

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A FINE ITEM FOR A CHRISTMAS GIFT

Your Watch on One End of Your Chain
Your WATCHLITE on the Other End

When used with our **Mars-Bright** Battery No. 62-17, it will give a light that is really durable. This is not merely a novelty, but a useful, serviceable Flashlight.

Bright Star Battery Co.

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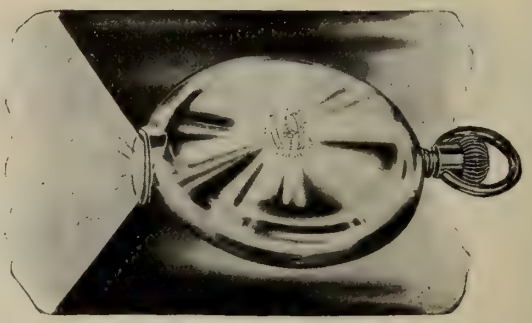

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It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

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J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

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Buck Brothers

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

What Will You Say to the Customer When He (or She) Steps in and Asks For Me?—*Mr. Punch*

GOODELL-PRATT
1500 GOOD TOOLS

Mr. Punch has had a tremendous amount of publicity and he has been the medium by which householders all over the country have been educated to buy good tools.

Mr. Punch will appear in a number of the leading magazines in December, such as The Saturday Evening Post, Popular Mechanics, etc., suggesting the gifts of tools at Christmas time.

(Window Sign)

(Booklets)

The question now is, Mr. Dealer, are you going to take advantage of this wide-spread publicity and obtain some of the results which it has already brought to hardware dealers everywhere?

We are pushing our tools for your benefit. Attractive booklets are now ready for distribution—the counter demonstrator and window signs of Mr. Punch go forward with your order.

When a Customer steps into your store the demand for good tools has already been created in his mind, by the advertisements of Mr. Punch which he has read. Let him know you have the goods in stock and the sale is more than half made.

Mr. Punch sells for $1.50 with a good profit for you.

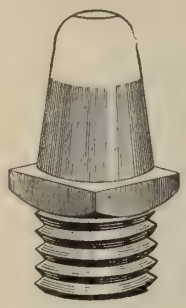
Get our big catalogue of 1500 nationally advertised tools. There are profits for you in our line.

(Counter Demonstrator)

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS.



You Can Always Spot a Well-Shod Horse

Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
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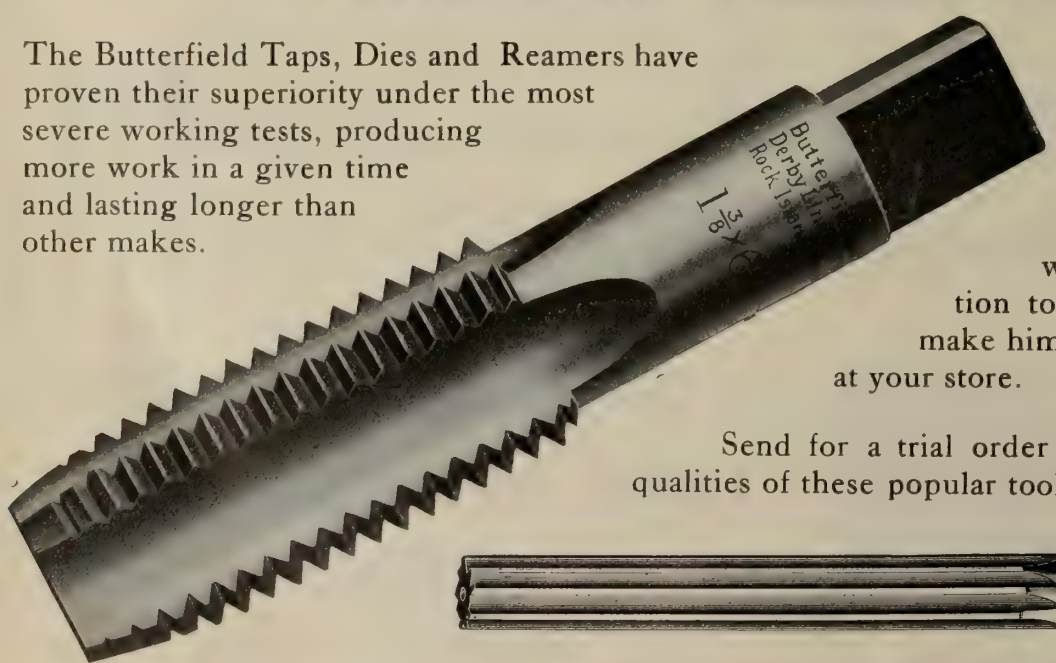
Butterfield Service Makes Permanent Customers

The Butterfield Taps, Dies and Reamers have proven their superiority under the most severe working tests, producing more work in a given time and lasting longer than other makes.



Butterfield Tools will prove a quick selling, profitable line to handle. It will give the satisfaction to the buyer that will make him a steady customer at your store.

Send for a trial order and test the selling qualities of these popular tools.

Butterfield & Co., Inc.

Rock Island, Que. - - Derby Line, Vt.

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COVERS THE CONTINENT

THE Johns-Manville policy of unquestionable Responsibility for the performance of its products in service is a policy without a reservation. It's a bona fide, straightforward "square deal." This policy is applied to J-M Roofings by our new "Roofing Registration" plan. *You* ought to know about this plan. It's a trade winner for you and a money saver for your customers.

J-M Regal Roofing J-M Vise-Grip Cleats —A Winning Combination

The one weak point of ready-to-lay roofing has always been the difficulty of making tight joints at the laps.

With the invention of J-M Vise-Grip Cleats this difficulty has been overcome, and the field for this product has been opened to unlimited possibilities.

Laps and Joints are now made watertight and the roofing is held against the boards with a continuous vise-like pressure. Warping and shrinkage of roof boards does not cause the roofing to pull away and leak as when the laps are fastened with nails and cement.

And the roofing! J-M Regal has proven itself the longest-lived and most satisfactory all-around "rubber type" roofing that can be produced. It is made of wool felt and genuine Trinidad Lake Asphalt in conjunction with other natural asphalts — a combination that assures the maximum of durability.

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H. W. JOHNS-MANVILLE COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG VANCOUVER 600

CELEBRATED I·XL CUTLERY

Manufactured by
GEO. WOSTENHOLM & SON
Sheffield, England

The most popular brand of high-grade cutlery sold in Canada.
All I.XL Cutlery is fully guaranteed.
Most complete assortment of Pocket, Table and Butcher Knives with Razors, Case Carvers and Electro-Plated Ware is stocked by
All Leading Jobbing Houses.

A. MACFARLANE & COMPANY, LIMITED, MONTREAL, Canadian Representatives.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

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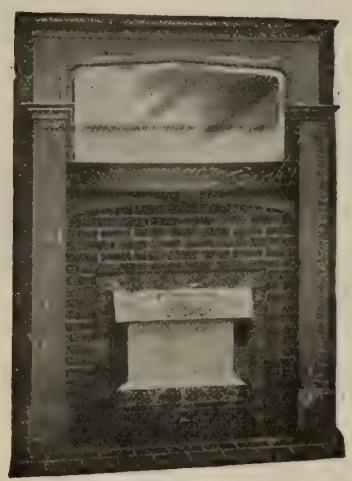
Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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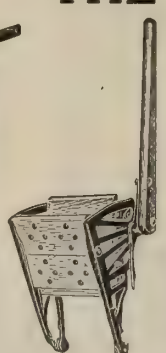
THE WHITE MOP WRINGER



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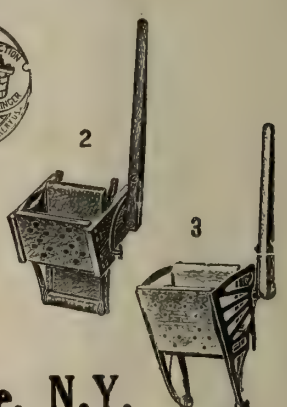
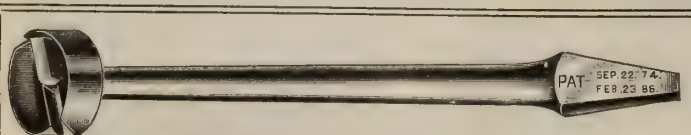
LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



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FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

A Useful Xmas Gift

Every Soldier and Sportsman Should Have One

Retail at

$5.00 each

Price to Dealers

$30.00 per dozen

Samples, $3.00 each.

Put in a display for Xmas Sales are certain. This is not a luxury, but a necessity to every man who indulges in outdoor pursuits of any kind, whether it be killing Germans or hunting game.

PATENT APPLIED FOR

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Sheet metal, covered in Khaki, interlined with asbestos. Size, when closed, 6½ x 7½. It is made with belt loops, which will fit all ordinary rank and file equipment.

Every outfit contains enough "canned heat" to cook nine meals. Extra cans of heat can be obtained at $2.50 per dozen, wholesale.

Don't delay—Act now. The demand is certain and big profits await you if you order in time.

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Write or Wire US To-day

for Samples, Catalogs and Full Details.

We can make immediate shipments NOW. We may not be able to do this later.

A. HARRY WOLFE, CANADIAN GOVERNMENT CONTRACTOR

UNITY BLDG., MONTREAL

NEW LOW PRICES

Remington UMC

Made in Canada 22's

You can buy and you can sell these famous .22's at new ROCK BOTTOM prices. Every jobber, everywhere, stocks them.

Remington Arms-Union Metallic Cartridge Co.

(Contractors to the British Imperial and Colonial Governments)

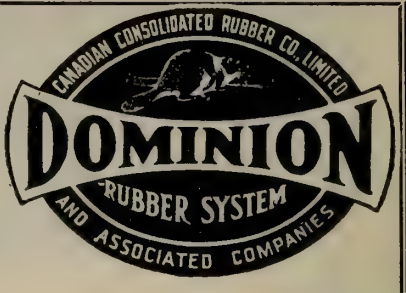
WINDSOR, ONT.

London, Eng. New York, U.S.A.

Remington
UMC
.22's
The same EXTRA QUALITY---backed by 100 years' experience ---for which your customers heretofore have gladly paid *more!*
Made in Canada's *most modern* munition-plant---of the same choice materials---on the same automatic machines---by the same skilled workers---as our celebrated higher-power shells.
Remington---UMC 22's are easy to sell. Our window display materials are handsome and well worth getting. Write us for samples.
Winners of the GRAND PRIX at the Panama-Pacific Exposition for MODERN Fire-Arms and Ammunition.
Remington Arms-Union Metallic Cartridge Company
(Contractors to the British Imperial and Colonial Governments)
London, Eng. WINDSOR, ONT. New York, U.S.A.
CANADIAN WORKS
REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



A SUGGESTION
For 1916

Why not handle automobile tires and tire accessories?

They don't take up much space and they pay a liberal margin of profit?

Write our nearest branch for prices and particulars.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 4, 1915. No. 49

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The Christmas Rush

for the new O-Cedar Mop Combinations is on. Our advertising to your customers is bringing the sales to you. Are you ready for them? Your jobber has a big stock all ready to fill your orders. Get in touch with him to-day. To-morrow may mean that you will miss many sales.

Order a Big Stock

The demand will be tremendous for Xmas, and steady and big after that.

Combination 7—Contains a 75c Polish Mop and a 75c Dusting Mop, and sells for $1.25.

Combination 8—Contains a $1.00 Polish Mop and a $1.00 Dusting Mop, and sells for $1.50.

YOUR JOBBER IS READY TO SUPPLY YOU.

CHANNELL CHEMICAL COMPANY, Limited, 369 Sorauren Avenue, Toronto

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
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Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOM NION CROWN" on Your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

Hardware and Metal

Established 1888. TORONTO, DECEMBER 4, 1915 Vol. 27. No. 49

Sales Are Climbing in New Store

Modern display methods have increased the sales of some lines 30 per cent., in the new hardware store of La Compagnie Codere et Fils, Inc., Sherbrooke, Que. The above is a general interior view of the store. Views of various departments are shown on the following pages.

IF there is one thing more than another that La Compagnie Codere et Fils., Inc., of Sherbrooke, Que., have learned since they rebuilt their store, it is that the sale of almost any line can be greatly increased in a very short time, if it is only displayed right.

Since occupying the new store, the company has, in a very short time, increased the sale of mechanics' tools 30 per cent. Sales of agricultural tools, shovels, etc., have increased 20 per cent. Other lines have also sold much more rapidly in the new store than they did in the old store, which was destroyed by fire early in the year.

Modern equipment and display methods are largely responsible for increases, in sales of many lines, which are being experienced by the above firm.

A Devastating Fire

On January 15 of this year a fire broke out in the Codere store at 4.30 p.m. It started in the basement, and quickly spread throughout the building. It burned until eleven at night, the store and stock being almost a complete loss. While attempting to save the books, J. L. Codere was overcome by smoke, and narrowly escaped losing his life.

New Building

Arrangements were at once made to rebuild. Plans were prepared for a fireproof building, 45 by 105 feet, five storeys high, of mill construction, with a very handsome stone front. Business was resumed the day following the fire in a temporary structure, but it was not until May that the new store was ready for occupation.

The whole of the ground floor is devoted to the retail end of the business. The offices are at the rear, and are constructed mainly of glass, making them light and airy. These occupy an area of 20 x 45 feet, and contain the general office and offices of president and manager. As few pillars as possible have been used in the store, what few there are being located to the left. This gives the store a wide uninterrupted sweep, adding much to its attractiveness.

The ceiling is white metallic. Light is diffused throughout the store by powerful nitrogen lamps, suspended by chains from the ceiling. The cash carrier system is in use, eight or nine stations connecting with the cashier's office, located on a balcony at the rear. An electric elevator is available for freight, and for conveying passengers to the second floor, where there are elaborate displays of electrical and plumbing goods, blacksmiths' supplies and stoves. The buyer's office is also located on this floor.

The two upper floors as well as the basement are used as warehouses, besides which heavy goods, such as bar iron, piping, galvanized sheets, etc., are carried in various other buildings.

There are two large show windows, the entrance, which is fairly wide, being located in the centre. The business side of the store is on the right, where are located the sales staff, most of the show cases, and the stock boxes. For a considerable distance the wall space is taken up with tool cases. Then come the stock boxes, which are faced with green paper, which shows up the hardware fairly well. The idea in using paper was that

it could be renewed when dirty, and thus always give the department a clean appearance.

Difficulty After the Fire

In passing, it might be well to observe that some difficulty was experienced after the fire in getting the hardware back into approximately the same position occupied before. Fortunately the firm possessed a photograph of the stock boxes near the entrance, which assisted them very materially. Mr. Eugene Codere told the writer that it took three months to get the rear stock boxes arranged right, which work could have been done in three weeks had they possessed pictures of the interior.

Island Counters

The centre of the store is occupied by two island counters—one at the front and the other at the rear, the space in between the two being used for display. These counters are formed by a series of silent salesmen, and really form two departments. The one nearest the entrance is the electrical specialty cutlery and silverware section, while that at the rear of the store takes care of enamelware, aluminum and tinware. In the centre of the island at the rear is a series of floor shelving rising to a considerable height around the pillars, eliminating their unsightliness. The corresponding space inside the counter opposite the entrance is much lower. The top is used for displaying electrical specialties, such as toasters, irons, and heaters. The drawers beneath carry electric lamps, spoons and knives.

Left Side of Store

So much for the right-hand side and the centre of the store. On the left there are, first, several wall cases, containing guns, revolvers, and ammunition, in front of which, in the corner, and, therefore, out of the way, is a table on which guns are displayed. There are several silent salesmen here, forming a counter. The remainder of the wall carries shelving, on which are kept the large stock of paints and varnishes. There is a wall panel between the paint shelves and gun cases, in which brushes are shown.

Opposite the paint department, the floor space is occupied by a series of display tables, carrying household goods and seasonable articles likely to be picked up by farmers passing through the store.

View showing a portion of the store front of the new store of La Cie Codere & Fils, Sherbrooke, Que.

As far as possible, an effort has been made to make show case trims as individual as possible. Several illustrations, reproduced herewith, bear out this statement, those of electrical specialties and lamp shades being especially worthy of attention.

Showing Agricultural Tools

Having made a general survey of the store, a few words about the systems adopted in one or two departments should prove interesting. It was hinted in the first paragraph of this article that goods were now being shown in this store with a view to disposing of them at the earliest possible moment. With this end in view, the rack for agricultural tools was designed. These tools used to be carried upstairs in the store room. Now they are located in the right-hand corner at the rear.

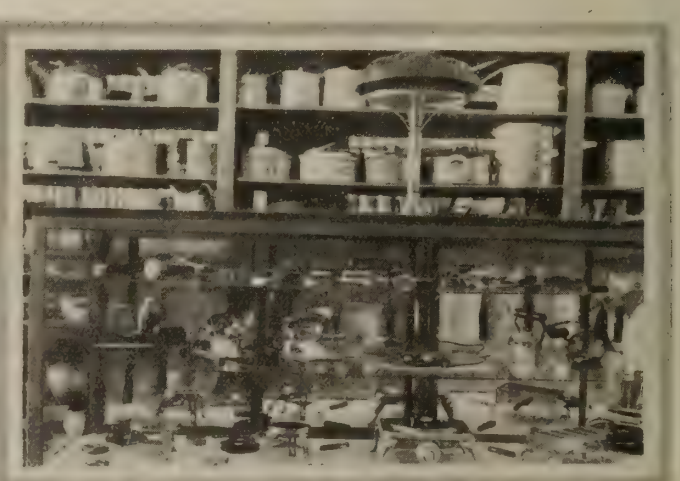
Sales Jumped 20 Per Cent.

This is what Eugene Codere says about the rack: "We find it ten times easier to sell a spade or a fork now. It saves the time of the clerks, and it carries shovels, forks, rakes, handles, brooms, and anything of that nature that is in season. Without exaggeration, I can safely say that since we introduced that rack our sales have jumped 20 per cent. It used to be that you never saw a shovel in this store. People had to ask for them. Now they are shown in season. For example, grain shovels and forks have been removed, and their places taken by snow shovels."

Axe and Hammer Heads

Near the rack will be noticed a piece of shelving, cut up into pigeon holes. There are twenty of these holes—ten for axe heads and ten for hammer heads. Here are sledge hammers, there drilling hammers, port hole hammers in the next, and so on. These used to be stocked in the cellar, and samples lay around on the store floor. Now, each has its place, and the rack carries about 400 axes and hammers, which give no trouble. They

Space between the island counters is used for displays of various lines of goods. A glimpse of the paint department is shown in this view. Note silent salesman showing samples of builders' hardware.



Individual trims are a feature in the Codere store. Above is a silent salesman trimmed with electrical devices. The upper shelf is loaded with electric flashlights.

Sectional view of the sporting goods department, showing guns, rifles, revolver, police goods, ammunition, etc. Note the wall display cases, and also table for showing shot guns.

Rack for carrying agricultural tools, shovels, etc., and also a rack for holding axes, sledge hammers, wedges, heavy hammers, etc.

make good neighbors, for the shovels and forks, because when a farmer is buying a shovel he often wants an axe and hammer at the same time.

Gun Display

Mention has already been made of a table on which guns are displayed. This stands in front of wall show case, and is out of the way. Mr. Codere believes this is an effective way of displaying guns. He says "We have sold more this year than ever before, and I believe that table is one of the reasons. When you spread goods out so that they can be handled with facility they are half sold."

Sold 30 Per Cent. More Tools

In the old Codere store there were no wall cases for tools. "You'd be surprised," said the proprietor, speaking to the writer, "what a difference this has made. Our sales have jumped at least 30 per cent. I often hear men leaving the store say, when their eyes have rested on that case: 'Oh, I want a hammer.' In the case of table cutlery, the same thing happened. We never showed them in cases before. Since we have had a silent salesman at the door our increase in sales has been as big as that in tools."

Two lines of paint have been carried for years—a cheap grade and a high-grade one. The energies of the staff have been centered on pushing the better line. By co-operating with the manufacturers in advertising throughout the district, their sales have jumped 25 per cent. each year. Five years ago they were selling 400 gallons of the good paint annually, and 400 gallons of a cheaper make. Now they sell 1,800 gallons of good paint and 500 gallons of the cheaper paint. Codere's find that it pays to sell good paint; profits are bigger and complaints are fewer.

Showing Cutlery, etc.

Reference has been made to a show case of cutlery and silverware near the entrance. Behind the case is a series of stock boxes. Half of these—the left half—are devoted entirely to spoons, and the other half to knives. Thus, if a customer mentions spoons, the clerk concerns himself only with the drawers on the left.

Stocking Electric Lamps

Similar drawers on the other side are used for carrying electric lamps. The top row carry tungstens, of 10, 25, 40, 60, 100 and 150 watts. The next row is for ordinary incandescent lamps, which are graded according to candle power. The bottom row is devoted to nitrogen lamps, of 100, 150, 250 and 500 watts.

A stock of electric motors is also carried, samples of which are shown on the top of these drawers, ranging in size from ⅛ to 5 h.p. Larger sizes are supplied on demand. The firm being in a position to handle large building contracts, is also able to handle electrical contracts as well, and a full stock of supplies is carried in stock.

Another new line Coderre's expect to branch into next year is automobile accessories.

Showing partial view of island counter on which household lines are displayed. Note also the individual display of electric and gas lamp shades, shown in the silent salesman.

Display tables showing various lines of household goods. Wall shelving carrying household goods and dairy supplies, is also shown. The cashier's office may be seen in the background.

The Firm's History

A little early history will not be out of the way, and it is interesting history. The full name of this company is La Compagnie Codere et Fils, Inc., from which the reader will gather that the personnel is French-Canadian, although they cater to a trade almost as much English as French. The business was founded by Francois Codere in March, 1875.

As a young man, Mr. Codere served his time to the blacksmith trade at St. Hyacinthe, Que. After marrying, having the desire to make money, he embarked for Chili, whither he had been drawn with colored stories of big salaries, sunny skies, and plenty to do. The journey occupied four months. His wages were to be eight dollars a day, albeit Chilian dollars, which were only equivalent in those days to 50 cents Canadian money. Another painful discovery he made on arrival was that he must pay for his board and passage, something he thought was being given free. Chili did not prove an Eldorado, and Mr. Codere returned to his native St. Hyacinthe.

There he worked at his trade for a year, and in 1863 went to Sherbrooke, where he established himself in the blacksmith business, occupying what is now one of the principal corners on the main thoroughfare. The elder Codere must have had the business instinct born in him, for he bought his coal by the car, and supplied his fellow smiths. Later he carried blacksmith supplies, and did a small wholesale business with other shops in the vicinity.

Went Into Hardware

This, we might say, was the seed from which grew the present large hardware business. The blacksmith shop thrived for twelve years, after which, the smoke of the shop aggravating a case of bronchitis from which he suffered, Mr. Codere was compelled to abandon his trade, and opened a hardware store in partnership with a man named Boucher, who was a practical tinsmith.

Their stock consisted of $3,000 worth of hardware, and $700 worth of tinware.

In the meantime two sons had come on the scene, the elder of whom, J. L., went into the store, later going on to the road as a traveller. Eugene learned the plumbing and steamfitting trades, and in a short time was given charge of that end of the business. Later he was brought into the store and appointed buyer, the business having by this time begun to grow apace.

In 1891, the two sons were taken into the business, and the style changed to Codere Sons & Co. The elder Codere died in 1899, and the business was continued by the sons until 1908 when, the business having assumed such large proportions, a company was in corporated under the present name. The following officers were elected:—Eugene Codere, president; J. L. Codere, manager; Edward Codere, treasurer, and R. Langis, secretary.

Two Million Dollars in Six Weeks

Volume of War Supplies for British Forces in Field Secured Through Canadian Purchasing Agent Continues on a Fairly Satisfactory Basis — Amount to Date is Seven Million Dollars—Some of the Lines Needed

An authorized interview by Hardware and Metal representative with E. Fitzgerald, Canadian purchasing agent of the British War Office.

THE volume of war supplies for the British forces in the field being secured through the Canadian purchasing agent of the War Office, E. Fitzgerald—working with the aid of the supply system of the Canadian Pacific Railway—has recently continued on a very satisfactory basis, although the scope of the business has not included many new lines. The amount involved to date is, in round figures, $7,000,000; six weeks ago it was $5,000,000. The fact that $2,000,000 has been spent on general merchandise in the past month and a half through this purchasing office, means considerable to Canadian industry, especially when it is taken into consideration that a comparatively wide field is being covered and that many of the industries benefited have been finding conditions comparatively quiet in normal domestic trade.

The figures given indicate that there has recently been an increase in the volume of orders, but there have been no very important developments as to new lines. This is a matter for regret, but the explanation would appear a comparatively simple one. For a time after the War Office undertook its new and important duties of provisioning a big army in the field there was undoubtedly considerable uncertainty as to the best sources of supply, and much experimenting to be done. The system developed was to send samples into the various markets and ask for propositions on the basis of these samples, or something sufficiently near to the standard to pass for most intents and purposes. Then quality and price were considered and the business placed accordingly. The conflict is now well on in its second year and the purchasing officials have by this time secured a fair knowledge of where they can get the best service as to quality, style, price and delivery. Also it must be expected that British manufacturers have organized to meet the requirements and that when they can take care of the orders they are not likely to go out of the United Kingdom. The result appears to be that the business coming to Canada is now in more set channels and that in the lines which can be successfully supplied the orders are in good volume.

The bulk of the business embraced in the total of $2,000,000, recently placed was in barbed wire, woolen underwear, rubber boots, sweater coats, box shooks and cheese. There was also some business done in snowshoes.

Wire to Specification

In barbed wire there appears to be a strong continued demand and the prospects are that Canada will do a very good business in this line for some time —provided price and quality are satisfactory. In the latter connection the indications are that much may depend upon the specifications followed. The War Department wants a wire with extra long barbs placed close together, and made in spools to weigh about 28 pounds. Manufacturers are taking steps to meet these special requirements.

Underwear and Coats

In underwear there have been some orders placed for woolen goods for shipment from stock. Canada has been able to give satisfaction on these lines, and the business will probably continue with the needs of the forces.

Rubber boots have found a continued demand with several extensions of orders. Reports from the front of wet conditions in the trenches indicate the popu-

Continued on Page 36.)

What Other Hardwaremen Do

AN AD. THAT PULLED

An Ad. That Sold Among Other Things 85 Rolls of Roofing and Over 500 Electric Lamps in One Day

On this page is shown a reproduction of an advertisement by the Mills Hardware Co., Hamilton, Ont. The ad. appeared in a Hamilton paper on Friday evening. On the following Saturday 85 rolls of roofing at $1.19 per roll, and over 500 electric lamps at 30 cents each, or five for $1.25, were sold, in addition to a large number of each of the other articles featured in the advertisement.

The ad. was three columns wide and the full depth of the newspaper page.

The Mills ad. appears on Friday evening of each week. In this ad. the prices were quoted especially for Saturday selling, but Mr. Mills informed Hardware and Metal that many orders came in the following week. These of course were not filled at the price advertised for Saturday only.

This is simply another instance showing the pulling power of a good newspaper advertisement that places a proposition squarely before the buying public.

Mill's advertisements show illustrations of the goods, give complete descriptions, and quotes prices.

The Mills ads. are prepared by Nelson Mills, vice-president and general manager of the company. The ads. are not hurriedly prepared. A considerable amount of time is devoted to the preparation of copy. And more, the Mills ads. are usually prepared several weeks in advance of the time they will be needed.

USING "LOCAL COLOR" TO SELL A CAR

Orangeville, Ont.—The most conspicuous landmark for miles, in this part of the country, is Caledon Mountain. The C. P. R. negotiates this difficult grade by a spiral bit of track, which is known all over Ontario as "The Horeshoe."

The Adamson Hardware Co., of this town have cleverely seized upon this fact, in developing a selling argument for the motor car of which they have been appointed agents. They have posters tacked up all around the district, announcing their appointment as agents, with this significant sentence at the bottom of the poster: "The Chevrolet will Climb Caledon Mountain on High Gear. Will yours?"

MILLS HARDWARE CO. LIMITED
OPPOSITE NEW CONNAUGHT HOTEL

Test This Roofing

No Culls—No Mill Ends

Special for Saturday

$1.19 Per Roll

The above ad. pulled an exceptionally large amount of business. See details given on this page.

DO YOU BELIEVE IN SIGNS?

"Bob" Walkem, of Tottenham, evidently believes in signs. At any rate he has a number of nicely printed signs hanging from different vantage points in the store. Here is the text matter of some of them:

"If we do not carry in stock the article you wish, we will get it for you, regardless of expense to us. What we want is not only customers, but pleased customers."

"We do not substitute—The policy of this store is: 'We give you what you ask for.'"

"Since man to man is so unjust
I hardly know which one to trust;
I've trusted many to my sorrow
So pay to-day, I'll trust to-morrow."

"Positively no Credit."

Asked by Hardware and Metal how his customers were affected by this latter sign, Mr. Walkem smiled sadly and said: "They never see it."

At the same time Mr. Walkem declares that the credit end of the business is much less in proportion to the whole, than it was a few years ago, and he is of the opinion that these signs have helped him to educate his customers along the right lines.

TO CONDUCT CASH BUSINESS

Alberta Hardware Firm Announces Introduction of Casy System

The Day Hardware Co., Red Deer, Alta., has announced that it will do a strictly cash business after Jan. 1, 1916. An announcement made by the company to its patrons reads as follows:

"On January 1st, 1916, we are going to make an important change in our business policy.

"It is important to you as well as to us, for it means dollars in your pocket and better store service all around.

"As a business institution of Red Deer, we feel it our duty to serve the people of this community in the best possible manner, to look to their interests always, to make any change in policy which may directly or indirectly benefit those whose valued patronage we seek.

(Continued on page 36.)

How Galvanized Sheets Are Made

Many Important Operations Are Necessary in Making Galvanized Sheets — How the Bright, Spangled Effect is Produced—Compressed Air Played on Sheets

IN normal times approximately 70,000 tons of galvanized sheets are used in Canada. The bulk of these are distributed through the hardware trade, in its various branches.

Inquiry reveals the fact that comparatively few hardwaremen know how galvanized sheets are made, or what pains have to be taken by manufacturers in order to produce high grade sheets.

This article, the seventh of a series on "How Hardware Goods Are Made," explains in detail the process of galvanizing sheets, and how manufacturers produce the bright spangled appearance which distinguishes the galvanized sheet.

Through the courtesy of the Dominion Sheet Metal Co., makers of "Premier" sheets, at Hamilton, Ont., Hardware and Metal was privileged to visit their plant. and witness the various processes through which the sheet passes before it is ready for the market.

The visitor when going through the plant, is impressed with the evidence of expert knowledge, and modern processes.

In a strictly modern plant the proportion of imperfect sheets is surprisingly small, expert workmen and modern methods having reduced this loss to a minimum.

In passing it might be stated that the galvanizing of sheets is a new industry for Canada. Prior to the establishment of the Dominion Sheet Metal Co. plant, which commenced operations on Sept. 1, of this year, the bulk of the supply of sheets for the Canadian trade was imported from England and the United States.

The new plant occupies a site covering five acres, is well served by railway facilities, and is in close proximity to Lake Ontario, from which can be obtained, an unlimited supply of soft, clean water particularly suitable for use in the process of galvanizing.

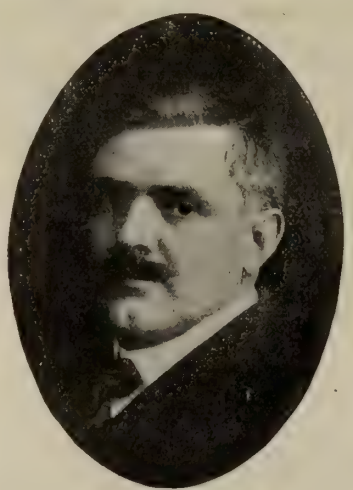
Electric power is used throughout the plant, and as each different gauge of metal must be coated at a speed definitely determined in advance, electric speed controllers have been installed, which regulate the speed to perfection.

Natural gas is used for fuel, and the temperature is absolutely controlled by electric pyrometers, ensuring the application of the coating at the proper temperature.

Requirements of Good Sheet

The essential requirements of a good galvanized sheet are, first, a basic sheet of proper composition and texture, and second, a pure coating properly applied.

The "black" sheets from which the galvanized sheets are made are specified from certain mills, and must conform to physical and chemical analysis. This plant, like all the modern plants has its own chemist and metallurgist, who frequently test all materials in the various processes. Open hearth or Bessemer



A. T. ENLOW,
President and General Manager Dominion Sheet Metal Co.

black sheets, spelter, lead, tin, sal-ammoniac, acids, all must conform to approved chemical analyses.

All loading and unloading of material is done under cover. In handling the sheets a five-ton electric crane is installed.

Galvanizing Process Interesting

The galvanizing process is intensely interesting, and is the one in which the hardwareman will be most interested.

The black sheets are first placed on trucks and weighed. They are then placed on stock piles by the electrical crane.

From the stock piles the sheets are removed, one by one, and carefully inspected before being placed in the pickling crates.

Each crate as soon as filled with perfect black sheets, is picked up bodily by the electric crane, and placed in the pickling tank where the sheets are treated with sulphuric acid to remove the scale and clean the surface, so that when being galvanized the spelter will adhere perfectly to the sheet.

The pickling machine consists of two plunger tanks, each tank being 12 ft. 6 in x 3 ft. x 5 ft. deep, and having a capacity of from 100 to 300 sheets, according to gauge, at one operation.

The tanks are constructed of solid 8 x 10 in. Georgian pine, and have a bottom of lead. At one side of each tank is a plunger, also made of Georgia pine. The plungers are mechanically operated, and are used to agitate the liquid in the tanks, by which means the sheets are kept separated so that the acid may work more effectually.

An interesting feature about the pickling crates is that they are made of "Monel" metal, each crate representing an outlay of $1,000. This metal, it is

Pickling department where the sheets are prepared for galvanizing

View of galvanizing machine with feed tank.

said, possesses the characteristics of being able to withstand the corrosive action of the hot acid in the pickling tank and lasts indefinitely, whereas crates made of bronze, it is claimed, would soon corrode.

After all scale and surface matter has been removed from the sheets, the crane removes the loaded crate from the acid. and transfers it to a wash tank, through which clear water is flowing profusely. The sheets are effectively washed and all traces of acid are removed. The sheets remain in the rinsing tank for about thirty minutes.

If the sheets are not to be galvanized immediately, they are carried by the electric crane to storage tanks containing water, where they remain until required for further treatment. If required at the galvanizing machine, they are carried to the feed tank direct by the crane, after having first been inspected and placed in skips laid flat. In either case they are carefully inspected before any further treatment.

There are five storage tanks, each being 4 ft. 6 in. x 12 ft. 6 in. x 3 ft. deep. They are also made of wood and contain clean water. After inspection, the sheets are laid flat in a skip, which has a capacity of about 5 tons and placed in the tank.

Applying the Spelter

Great care and expert knowledge is required in this operation, which consists of coating the sheets with a thin layer of zinc spelter. There are two galvanizing plants installed which are operated independently of each other. Each plant consists of a "pot" constructed of brick, and having a natural gas-fired furnace underneath. The "pot" contains the spelter, one charge weighing about 80,000 pounds, and also the machine for doing the galvanizing.

Before being galvanized, the sheets are carefully inspected and dipped in a tank containing muriatic acid; this acid cleans the sheets, and also acts as a flux or binding medium for the spelter. The sheets are fed from the tank through a pair of 6 in. rubber rolls through a bath of sal-ammoniac, which is a flux and floats at one end of the pot only, on top of the spelter. The sheets travel down on guides immersed in spelter through the bottom rolls which carry the sheets along. The sheets then pass through another set of finishing rolls, which assist in the process, and also draw the sheets out of the pot. The speeds of the various sets of rollers vary, a feature which is carefully worked out in the construction of the drive gear. The temperature of the spelter in the pot is recorder on a pyrometer.

Cooling the Sheets

As the sheets leave the finishing rolls on a chain conveyor, they are carried between a series of rolls or levellers, which, as the name indicates, flattens out the sheets while hot. The sheets are then carried a short distance on another set of rollers to a table in front of the revolving cooling racks. On this table is a trip gear automatically operated, which places each sheet in position on each rack as the latter comes round. The cooling machine revolves very slowly, and while doing so, compressed air is played on the sheets, giving to the smooth silvery surface that spangled appearance which distinguishes all galvanized sheets. The accompanying illustration will give the reader an idea as to the type of machine used for the cooling process. The cooling machines are operated by the motors that drive the galvanizing machines.

By the time the sheets have travelled over to the other side of the cooler they are cool. They are then taken from the racks, placed on trucks and carefully inspected on both sides for any imperfection. Any sheets that are imperfect are placed on one side, while the perfect sheets are branded. The sheets are now finished and are loaded into cars, which are inside the shop, or are bundled, weighed, and taken to the warehouse to await shipment when required.

A. T. Enlow, President and General Manager of the Dominion Sheet Metal Company, has for many years been engaged in the sheet metal business in both Canada and the United States.

TRADE INQUIRIES

1218. **South African Agency.**—A Cape Town agency firm is prepared to take up Canadian agencies for Western Cape Province in lumber, building material, hardware, tools, shovels, handles, asbestos, wire and nails.

1219. **Axes and Hatchets.**—A Cape Town firm of hardware jobbers asks for samples and quotations on Canadian-made axes and hatchets.

View of automatic cooling machine referred to in the accompanying article

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 4, 1915 No. 49

ONLOOKERS OR BUYERS?

IT is all right to run freak windows occasionally, but window display space at Christmas time is too valuable to be used for exhibitions which simply amuse and do not have selling force. Place a couple of turkeys, rabbits, or some other freak display in your show window, during the next week or two, and the chances are you will attract the attention of tremendous crowds, but in all probability, your sales as a result of the display, will be practically nil.

During the first week of December last year, a retailer had a live bear on exhibition in his show window, and it attracted the attention of hundreds of people. This freak attraction, although a splendid crowd puller, did not sell goods. The chances are that if the merchant had arranged his window with a good display of Christmas goods, neatly arranged and price ticketed, he would have sold several hundred dollars' worth of goods as a result of the display. There is a big difference between a window display that attracts a crowd of on-lookers, and a display that attracts buyers.

STEEL SHORTAGE SERIOUS IN U.S.

RECENT reports from the United States indicate that the high prices for finished steel have failed to check buying, and many makers are experiencing trouble in meeting the excessive demand. Some of the large buyers of billets and other grades of semi-finished steel, are going so far as to predict shutdowns of their plants if the present shortage of steel continues.

The statement was recently made that France would limit steel buying in the United States, owing to high prices, and a London cable announced that the Allies had reached such a rate in the manufacture of munitions that further orders need not be placed in the United States. An American authority claims that it is true that at present there is no new shell business in the hands of the Allies agents, but that options have been taken on quantities beyond those named in existing contracts. It is further claimed that the Allies have found no way of increasing their output of steel, and that a large buyer for a French steel company that has already taken 400,000 tons of large rounds, will continue to be a buyer in the United States for another year at least. Reminders that the war demand will not go on indefinitely, are not unwelcome in many quarters, owing to the fact that there has been considerable uneasiness over the prospect that home consumption would suffer, while mills were busy with the attractive war contracts placed by the Allies.

NOVEMBER BUSINESS GOOD

REPORTS from wholesalers and retailers of hardware, indicate that November business was exceptionally good—much better than the corresponding month of last year. Despite the high prices of many lines of hardware, the retailers are buying freely. The class of orders received clearly indicate that retailers' stocks are very low. Spring booking orders are being placed in large numbers.

Owing to further price advances which will undoubtedly take place on many hardware lines during the next few months, retailers are being urged to book early for their spring requirements.

If the demand for steel continues at the present rate, there is bound to be a scarcity of many lines of semi-finished steel goods during the spring.

Retailers report that country business is brisk and farmers are buying freely. Crop money is beginning to circulate. A great deal of repair work of various kinds is being done in the country districts and there is a heavy demand for heavy lines of builders' hardware, such as are used around farm buildings. There is a scarcity of help in many manufacturing centres. Skilled mechanics are being advertised for in large numbers. During the past week a number of large plants which have been running short time, have started to run full time. On every hand there is evidence of returning prosperity, and all branches of the hardware trade are more optimistic now than at any time since the outbreak of the war. The domestic demand for metals of various kinds has improved considerably during the past week. Metal merchants, who for many months past have complained about the slow demand for metals,

outside of those needed for making munitions, state that the past week has shown a considerable improvement in demand. Many small foundries in all parts of Canada are making inquiries for pig iron in larger quantities than at any time since the outbreak of the war.

With the opening of the big game shooting season in the West, there has been a big improvement in the demand for rifles and ammunition, and other hunter's supplies.

Christmas trade started earlier than usual this year, and there is a big demand for practical Christmas gifts. The hardware trade this year will probably secure more Christmas gift business than in any past year.

The business outlook at the present time is brighter than it has been at any time in many months past. There is plenty of money in the country and it looks as though purse-strings which have been held tight for a long time are now being loosened up considerably.

SCARCITY OF CELLULOID

THERE is a scarcity of a great many lines of table and pocket cutlery which were formerly imported from England. Many orders of goods which were expected to arrive in this country in time for the Christmas trade have not arrived, and in all probability will not reach Canada until after the new year.

Carvers, heavy pocket cutlery, and various lines of table cutlery, particularly celluloid handled table cutlery, are among the lines chiefly affected. The *Ironmonger,* an English trade paper, in referring to the scarcity of celluloid handles for cutlery, states that the future of the celluloid supply is causing much anxiety to makers of table cutlery, who use large quantities of the material for handles. British works have now ceased to supply celluloid because the Government has requisitioned their whole output of acids for making explosives, and for the same reason French celluloid is longer available. Some supplies of excellent quality have lately come from Japan, but the makers there have no more to sell, because their acids are being used for the Russian Government.

The only celluloid now obtainable in the markets is the American material, of which the supplies, although well kept up, will probably be insufficient for current needs when once the stocks in this country have become exhausted.

Comparatively little celluloid cutlery is now served out to the British Navy and Army, yet the demand for celluloid knife handles on the part of the public at home and overseas is far greater than it has ever been. Many orders for cutlery intended for the Christmas sales have not yet been touched by the manufacturers for lack of men and materials, and it is certain that a large proportion of them will not be completed this year.

MANY PRICE CHANGES

A GREAT many price changes in hardware lines have taken place and have been recorded in Hardware and Metal's weekly market reports during the past few weeks. It is quite evident that there is still a great deal to be done in the way of price adjustments, as a result of the unparalleled conditions which exist in the steel market, and also, as a result of many other unusual conditions which have developed as a result of the war.

Manufacturers of many hardware and paint lines have had considerable difficulty in securing supplies of raw materials. In many cases the costs of raw materials have increased several hundred per cent. since the outbreak of the war, and manufacturers have been forced to increase their selling prices, in order to take care of increasing costs of production.

There will be many price advances between now and spring. Certain lines, now offered for spring delivery, are being booked at prices which are much lower than the market prices will be at the time the goods are delivered next spring.

GET THE FARMER TALKING

THERE is a great future for the town whose merchants are banded together to interest the farmers in the town and community. Get them talking and thinking about the home town; show them through the advertising pages of the local newspapers and through bright, up-to-date window displays what you have for sale and you will get their thoughts away from the distant mail order houses. If they spend their money in the home town they cannot spend it away from home. Go after their trade and go after it first, with every modern, aggressive and legitimate method, and you are pretty nearly sure to get it.

EDITORIAL BRIEFS

THE HARDWARE buyers' position was never more important than it is to-day. With prices of many hardware lines soaring skywards, and important changes taking place every day, the buyer is called upon to exert the best that is in him, in order to protect his house, and prepare for future business.

* * *

A LIVE WIRE is a man always looking ahead, and doing things that count. Of course, it is needless to say that someone has to do the routine work; of course they have, but the idea is for you to study out an easier and better way for that routine work to be done, and put that idea into practice, and ere long you will rise from the mediocre class, and attain things worth while.

Display which won third prize ($15) *in the contest conducted by the Dominion Cartridge Co. The display was arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, Man. A list of all prize winners appeared in the November 27 issue of Hardware and Metal.*

TWO MILLION DOLLARS IN SIX WEEKS

(Continued from page 30)

larity of a waterproof covering for the feet and legs.

Sweater coats have played a prominent part in the recent purchases made. Many of these serviceable garments were secured from Canada last season, but for a time it appeared that supplies were being secured from other sources. Canadian manufacturers have no doubt been pleased that further orders have appeared. However, there has been some difficulty in getting orders filled to specifications and some stock lots have had to be picked up.

The varied nature of the campaign may be judged from orders which have been placed for snowshoes; in fact practically everything suitable and available for delivery within the period set has been picked up.

Box shooks are another item in which considerable business has recently developed. These shooks are, in the lay language, boxes knocked down; they are parts shipped flat to conserve space. Their special uses are not indicated and they are made to specification.

In food supplies cheese appears to be about the only commodity that has recently received much attention. Canada is a large producer of cheese and if prices are satisfactory orders in fair volume may be expected in season.

Efforts are being made to make satisfactory arrangements regarding canned meats and other Canadian canned products but so far nothing definite has been done and the negotiations are being continued.

TO CONDUCT CASH BUSINESS

(Continued from page 31.)

"With this purpose in mind we will, on the above date, change from a credit to a cash business. Now, what does this mean to you?

"It means that no longer will you be obliged to pay a percentage of the loss sustained from bad accounts — a burden which every credit store must necessarily impose on its customers.

"It means that the time and labor consumed in properly taking care of charge accounts, which is far greater than you imagine, will be used in bettering our service to you.

"It means better prices to you. Our money, instead of being tied up in book accounts, will be available, thus enabling us to pay for all goods promptly. This means better prices for us—and you, in turn, profit by our saving.

"We firmly believe that extensive credit business is one of the chief causes of the high cost of living; that's the reason we're making the change.

"The amount we save you will be measured by the amount of patronage you give us."

TOYLAND ATTRACTS KIDDIES

Ingram & Davey, St. Thomas, Ont., held the opening of Toyland on Monday last. It is estimated that during the first two days about one thousand children inspected the arrangement of toys on display.

The opening of Toyland has been an annual event with Ingram & Davey for the past few years. In former years a great many toys imported from Germany and Austria were shown. This year the toys are largely Canadian and American made.

The balloon table and the section devoted to electric and mechanical trains and other moving devices appear to attract the most attention.

All the electric trains are connected up with electricity, and demonstrations are frequently given. The firm intends, next year to use the entire second floor of the building for showing toys and other Christmas goods.

A great many hardware firms in various parts of Canada, have added toy departments during the past few years, and have met with exceptional success in pushing the sale of toys.

The toy line works in splendidly along with skates, sleighs, hockey supplies, sporting goods, etc.

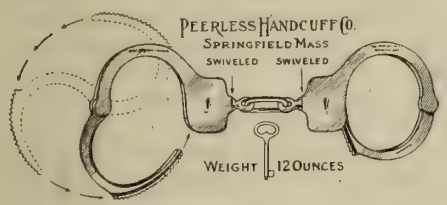
Display which won fourth prize ($10) *in the contest conducted by the Dominion Cartridge Co. The display was arranged by A. A. Letellier, of the Kingan Hardware Co., Peterboro, Ont. A list of all prize winners appeared in the November 27 issue of Hardware and Metal.*

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PEERLESS HANDCUFFS

Peerless Handcuff Company, 47 Dwight Street, Springfield, Mass., offers to the trade the Peerless handcuff, here illustrated. The makers state that the Peerless handcuff positively cannot become locked in the pocket, and that it is light enough to be carried in the vest pocket, and sufficiently strong to meet all requirements. The Peerless handcuff is so made that the locking jaw can be continuously revolved unless stopped by



Peerless Handcuff.

a person's wrist. If it is closed by a person resisting arrest, it can be opened by the officer with one hand by pushing the jaw once around without the use of a key. (See dotted line on cut.)

The "Peerless" is self-locking when placed on a person's wrist; and can then be locked in a fixed position, if desired, by one complete turn of the key. The makers also state it is light in weight—12 ounces—and no burden to carry. It is simple, has no projecting shoulders and nothing to tear or rip the pocket.

NEW "RED DEVIL" GLASS CUTTER

Smith & Hemenway Co., Inc., of No. 191 Chambers St., New York City, have added a new glass cutter to their line of 40 styles of cutters, known as No. 3. This new cutter is of the magazine type, having three extra steel cutting wheels

Red Devil Glass Cutter No. 3.

in an airtight chamber in the removable handle behind the head, in addition to a wheel in the head. In all it has four wheels. A new wheel can be instantly put into place by removing a piece of wire in the head.

This cutter is fitted with genuine hand-honed cutting wheels, used for stripping plate, sheet or cathedral and rough glass. The makers state that it has a scientifically shaped handle with a small end a large finger rest which will not tire the hand. It has a polished head and a red enameled handle.

AUTOMOBILE SPECIALTIES

Van Cleef Brothers, Chicago, Ill., offer to the Canadian hardware trade a number of new products used by the automobile and cycle trades. The lines include radiator compound, auto puncture cement and rim coat.

The automobile rubber cement is said to be an exceptionally powerful cement for repair work, and is made to stand the severe strain to which automobile tires are subjected

Dutch brand radiator compound is claimed to be a sure seal for damaged or leaky radiators.

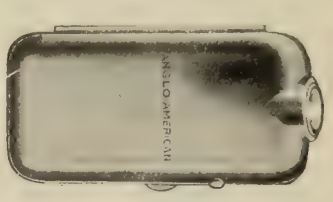
Dutch Brand rim coat is a preparation for coating auto and motorcycle rims. The makers state that it prevents the tire from sticking to the rim and permits of the easy removal of the tire.

SHOOTER'S CHRISTMAS BOX

E. I. Dupont de Memours & Company, Wilmington, Del., have recently produced a new Christmas gift line, in the form of a Dupont hand trap and 100 clay targets packed in a holiday box. In referring to the new line, the company states as follows:—"This makes a very pleasing present to a shooter or a novice. All that is necessary for a shoot after such a box is received is a friend and a shotgun, he to throw the targets while you shoot or vice versa.

FLAT FLASHLIGHT

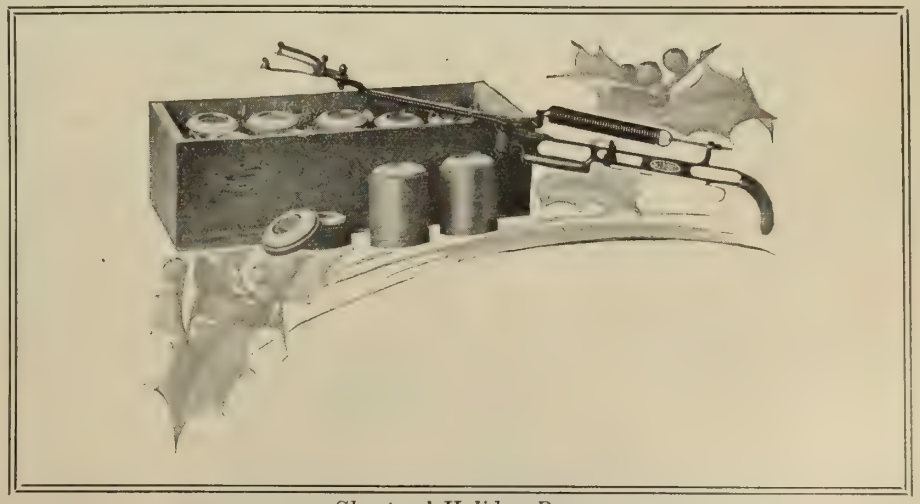
A new flat opening or cigarette case style of vest pocket flashlight is being introduced by Anglo-American Company of Pittsburgh, Pa. The makers state that these cases embody some distinctly new features in design of contact.



Anglo-American Flat Flashlight

They have a hinged case opening flat like a cigarette case, they are neat in design and highly finished and on account of having rounded corners without projections, they do not wear out the pockets. The flat opening feature, it is said, makes them a very convenient case on account of the ease in removing or replacing the batteries.

The Anglo-American Company states that one of the difficulties experienced with the old style flat nickel vest pocket flashlights was the difficulty which the user had in properly adjusting the contacts when the battery was placed in the case. All this trouble is eliminated with the flat opening case on account of the contact being open to plain view.



Shooters' Holiday Boxes

EVENTS IN THE TRADE

Business Changes

Bredenbury, Sask. — The hardware stock of the estate of P. S. Hall, has been sold to Cook Bros.

Personal

T. Sherman Rogers, K.C., Halifax, N. S., was recently elected a director of Brandram, Henderson.

Joins the Colors

N. M. Massey, who has travelled in Western Canada for some time past in the interests of Beatty Bros., Fergus, Ont., has enlisted for active service.

Fire Losses

Mitchell, Ont.—The hardware store and stock of McLean & Hawes was destroyed by fire, caused by an explosion in the basement of the store.

Hardware Burglarized

Chatham, Ont.—Burglars forced an entrance to the Willard Hardware. After an unsuccessful attempt to force the safe, they departed with some articles of silverware.

Wounded in Action

Edmonton, Alta.—Word has been received that Lieut. Frank Sommerville has been wounded in action in France. With his father he was identified for many years with the Sommerville Hardware Co., of this city.

Optimistic Regarding West

M. J. Beatty, of Beatty Bros., Fergus, Ont., recently returned from an extensive trip through Western Canada as far as Vancouver. Mr. Beatty is most optimistic about Western conditions, and states that the double crop is rapidly making itself felt.

Obituary

London, Ont.—The death occurred here, suddenly, of J. R. Clunis, traveller for James Cowan & Co., wholesale hardware merchants. Mr. Clunis was fifty years of age.

Saskatoon, Sask.—The death occurred here of John C. Gilpin, aged 87 years. Mr. Gilpin was formerly a hardware merchant at St. Mary's, Ont., having been in business in the latter place for forty-three years.

Toronto, Ont.—Death from an acute attack of blood poisoning came suddenly to William McFarlane, of the McFarlane Ladder Works, at the private patients' pavilion, Toronto General Hospital. The deceased was born in Toronto 39 years ago, and had spent practically his whole life here. With his two brothers, Vincent and Percy McFarlane, he controlled the McFarlane Ladder Works of this city.

Shell Committee Replaced by Imperial Munitions Board

The Dominion Shell Committee has been replaced by the Imperial Munitions Board. The head of the reconstructed board is J. W. Flavelle, Toronto, who will act as chairman, with executive and administrative powers. General Alex. Bertram, formerly head of the committee, will in future hold the position of deputy chairman. The other composing the board are: Hon. David Carnegie, a member of the former committee, and G. H. Dawson, Victoria, B.C.; C. B. Gordon, of the Dominion Textile Co.; J. A. Vaillancourt, president, Bank of Hochelaga; E. R. Wood, Toronto. The Imperial Munitions Board will be directly responsible to the British Ministry of Munitions.

In addition to the forming of the above new board, a commission has been established to make inquiry into the supply and sufficiency of raw materials in Canada required for the production of munitions of war, and as to the best methods of conserving the same. The following are the members of this new commission: Col. Thomas Cantley, head of the Nova Scotia Steel Co., of New Glasgow; E. Carnegie, of Welland, Geo. W. Watts of Toronto, Robert Hobson, of the Steel Co. of Canada, Hamilton, Senator William C. Edwards of Ottawa, and Geo. G. Mackenzie, B.Sc., Superintendent of Mines, Ottawa. Messrs. Cantley, Carnegie and Watts, were members of the former shell committee.

As a Result of the War New Industries Have Been Opened Up in Canada

The letter made public this week, from W. L. Hitchens, representing the British Ministry of Munitions, to the Prime Minister of Canada, gives some interesting data regarding the munition industry in Canada, and its effect in opening up a number of new industries.

Refining of Copper

Referring to the Shell Committee, Mr. Hitchens states as follows:—

"The committee has been instrumental in establishing subsidiary industries. Arrangements have been made for the refining of copper, which formerly went to the United States in the form of "matte" for refining purposes. A new plant for the refining of the metal in Canada will shortly be established.

Zinc, Brass, Explosives

"Similarly Canadian zinc ores, which contain about equal quantities of lead and zinc, have hitherto been shipped from Canada in the raw state. Owing to the demand created by the war orders and the encouragement of the Shell Committee the electric refining of zinc is now developed in Canada on a commercial scale, and this, together with the derivative industries connected therewith, will, there is good reason to believe, now be established on a permanent basis in Canada.

"Brass will also shortly be made in the country on a considerable scale.

"A great impetus has likewise been given to the manufacture of explosives; nitrocellulose powder, trinitrotoluol and sabulite are now being produced on a large scale and at moderate prices."

POSTAGE ON PARCELS GOING TO THE TROOPS IN FRANCE.

The Post Office Department is in receipt of applications to have parcels addressed to our soldiers in France sent free or at reduced rates of postage, there evidently being an impression that the Department has control of these rates and could do as it wished, but this is not so, as the question of postage is fixed by international agreement, so that it is not within the power of the Canadian Post Office Department to undertake to carry the parcels free or at a reduced rate of postage. Under International law, provision is made for the free transmission of parcels for prisoners of war, but this privilege does not extend to parcels for troops engaged in active service, nor is it within the power of the Department to so extend it.

The rate of postage required on parcels addressed to the troops depends upon the location of the addresses. If the address is in England, the rate on parcels for England applies, which is twelve cents per pound; whilst, if he is in France, the parcels are subject to the rates applicable to parcels for France, which are as follows:

1 lb.....32c	4 lbs.....64c	8 lbs.....$1.02
2 lbs.....40c	5 lbs.....72c	9 lbs..... 1.10
3 lbs.....48c	6 lbs.....80c	10 lbs..... 1.18
	7 lbs.....88c	11 lbs..... 1.26

These are exactly the same charges which existed for years between Canada, England and France, before the war, and are the result of an agreement or convention made between these countries and Canada, and as these countries have not agreed to lower their rates between England and France, Canada has to pay to them the same rates as before the war and must charge the same postage.

In all cases parcels for the troops must be addressed care of Army Post Office, London, England, but this does not in any way affect the rate of postage which depends entirely upon the location of the addressee.

HARDWARE LETTER BOX

Slate Roofing

A. L. Shiells, Kincardine, Ont.—Please let me know through Hardware and Metal where I can buy slate roofing.

Slate roofing is sold by the Roofers' Supply Co., Toronto, and the Canadian Roofing Mfg. Co., Windsor, Ont.—Ed.

Hose Reels

Subscriber (name on request).—Please give names of makers of wood and metal hose reels.

Wood reels are made by John Watson & Co., Ayr, Ont.; Millet & Freres, Lawrenceville, Que.; Atin Lumber & Mfg. Co., Monroeville, Ohio; Clearfield Woodware Co., Clearfield, Pa. Metal hose reels are made by McKinnon Dash Co., St. Catharine.—Ed.

Rubber Door Mats

R. A. Wells, Dresden, Ont.—Kindly give names of makers of rubber door mats.

Rubber door mats are made by Canadian Consolidated Rubber Co., Montreal and Toronto, and also by Gutta Percha & Rubber Mfg. Co., Toronto.—Editor.

Mail Boxes

A. E. Campbell, St. Thomas, Ont.—Please give names of firms making mail boxes for household use.

Mail boxes are made by the Standard Stamping Co., Marysville, O.; M-Vu Mfg. Co., Rochester, N.Y.; Chas. Weiland, 147 Chambers Street, New York, N.Y.; J. E. Beauchamp & Co., Montreal, Que.—Ed.

Casters

Manufacturer (name on request).—Please advise where we can obtain casters such as are used on chairs, etc.

Casters are made by Faultless Caster Co., Evansville, Ind.; M. B. Schenck & Co., Menden, Conn.; Universal Caster & Foundry Co., Newark, N.Y.; Schatz Mfg. Co., Poughkeepsie, N.Y.; Geo. P. Clark & Co., Windsor Locks, Conn.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1204. **Wire Netting.**—A hardware firm in Barbadoes desires to receive quotations for poultry netting, 1½-inch and 2-inch mesh; also catalogues of wire netting generally.

1205. **Electrical Supplies.**—A Russian company desires to enter into communication with first-class Canadian factories producing electrical machines and apparatus, insulating materials, steam and naphtha engines and water-turbines, with a view to becoming their agents in Russia.

1206. **Wire Rods, Nails, Bolts, Nuts, etc.**—A London company wishes to get into touch with Canadian manufacturers of wire rods, nails, bolts and nuts, and hob nails, who can fill orders for shipments to France.

1207. **Machinery for Making Lead Discs.**—A request has been received for the name of a Canadian manufacturer able to supply machinery for making lead discs such as are used for sealing bags of tobacco; also for sealing meat.

New Dealer Helps

Landers, Frary & Clark, New Britain, Conn., are distributing through their Canadian representatives, A. McFarlane & Co., Montreal, Que., a number of new and exceptionally attractive dealer helps in the form of booklets, window cut-outs, and catalogues. One exceptionally attractive booklet shows universal Christmas gifts. One hundred illustrations are shown of articles suitable for Christmas gifts. These booklets are for distribution by retailers and their customers.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

Many price changes of an important nature are given in detail in this week's market reports from buying centres. Among the many lines which have advanced since last week are bar iron, steel, sheet brass, tubing, lead sheets, boiler plates, cut nails, wire nails, hemp rope, galvanized sheets, candle wick, brooms and other lines. Further advances on many hardware lines will take place in the near future. November business made a splendid showing as compared with a year ago, and many retail and wholesale firms have shown splendid increases. During the past few weeks country business has been increasing in volume, in a very satisfactory manner. The demand for metals has improved to a considerable extent during the past two weeks.

Heating equipment is moving in a very satisfactory manner, but a real, cold snap would be greatly welcomed by the stove trade. Spring booking continues on a very satisfactory basis, and retailers, by their willingness to book early, are showing their confidence in the future, and also that they expect higher prices on many hardware lines next spring. Collections have shown considerable improvement of late.

MONTREAL

MONTREAL, Dec. 2.—There is no improvement in the outlook in the steel situation or in the conditions which have been created in the metals and hardware trades by the action of the big American mills in dropping out of the Canadian market. In fact the continued disinterestedness of the manufacturers and failures to consider propositions for supplies renders the situation more acute. At first it was believed that the withdrawal might only be a temporary one for the purpose of making readjustments, but the idea is growing that there is a grave possibility of a steel famine in Canada. The result is that advances on many lines are being made from time to time and such advances may be expected to continue in the event of relief being indefinitely deferred; as time passes the effect will become more and more broad throughout the manufacturing trades and upon the prices of manufactured goods. The crisis will not come for a few months owing to the fact that big consumers protect themselves for about six months, but it is taken as a bad sign that many buyers are placing their specifications with future orders indicating that they do not expect any change for the better in the meantime.

This week's advances include higher prices for bar iron; and mild, sleighshoe, reeled machinery, tire, toe calk, spring and hoop steel; sheet brass, brass tubing, lead sheets, boiler plates, boiler tubes, nails—wire and cut; shovels, galvanized sheets, hemp rope, tinned cutlery, candlewick, brooms, etc. The metals have been comparatively steady with the exception of a further advance in sheet zinc; tin, copper and antimony are very strong.

Higher prices are to be looked for on sheets, plates, pipe, wire, and similar products. Copper sheets may be expected to follow brass despite the fact that they are already high. Copper rivets are expected to be put on a higher list shortly. Some manufacturers have withdrawn prices on mechanical rubber supplies pending price readjustments.

Country business has been increasing in volume in a very satisfactory manner. November made a splendid showing as compared with a year ago and in the country things were better than normal. The demand is for general supplies, indicating that stocks are short and that dealers are buying with more confidence. The city continues dull and open weather has interfered with business in seasonable lines.

Tin Remains Steady.—Following the decline of ½c to 1c recorded last week, the Canadian tin market has withstood the violent reaction experienced in the United States as the result of the report of the closing of the Suez Canal and its subsequent denial. Thus, while New York suffered a decline of 5c, Montreal was little affected. The explanation for this is that, although both markets are on practically the same basis, Montreal is not so much influenced by market manipulation and sharp reactions usually check rising prices before they have reached the top, with the result that movements here are more sound in relation to the actual basic conditions. The present local situation is described as very firm with prospects of an advance; New York reports a dull market with a decline in London but a fractional net gain since last report. Interest in spot supplies is small but prices are firm, indications are that the manipulation has worked itself out, and that the market is now on a sound foundation. Montreal quotation: 45c-46c.

Spelter Slightly Easier.—Although the local quotation on spelter remains unchanged, there is slightly easier tendency in the situation, with New York showing a net fractional decline since last report. In the States there is only a small consuming demand at the present time. Sellers, more particularly the second hands, are becoming restless at the lack of buying which has been in evidence for the past week. The offerings of futures are particularly free and at the price recessions from the recent high levels. Montreal quotation: 22c-22½c.

Lead in Strong Position.—Lead is maintaining a strong position and there are certain indications that there may be an advance in the local market. New York reports that the foreign situation shows continued strength, but that the metal is being rather more freely offered by outside interests at the Trust equivalent; however, few new orders are being placed and the American market is generally quiet. Montreal quotation: 7¼c-7½c.

Copper Expected to Advance. — Although the local quotation for copper is unchanged since last writing, strength continues to develop with the prospect of higher prices in the near future. New York has recently developed a report to the effect that German interests are in the market for 150,000,000 to 200,000,000 pounds of copper for shipment at the close of the war, but this lacks confirmation. The American situation is generally quiet but very strong, supplies being booked further in advance than at any previous time in the history of the trade. Montreal quotation: 22½c.

Antimony is Strong.—Antimony appears to be in a strong position with possibilities of further advances in the near future. New York reports the position of the market as unchanged and quiet, with fractional advances since last report. Montreal quotation: 45c.

Aluminum Steady.—There is little change in the aluminum situation, although the fact that New York shows a fractional advance since last report indicates strength. The market is very narrow with a small domestic consumption owing to the abnormally high prices. Montreal quotation: 62c.

Solder Unchanged. — There is no

change in the solder situation, the market remaining comparatively steady owing to the high price of tin. Montreal quotations:

Half-and-half	26c-27c
Strictly	28c-29c

Steel Situation Acute.—There is no improvement in the steel situation. In fact, the continued attitude of the American mills in refusing orders for sheets, plates and other products renders the position of the market more acute daily. If this condition of affairs continues (and dealers have no prospects of replenishing present stocks) naturally the supplies now on hand will advance from time to time. The same state of affairs applies to the different varieties of iron and steel and, indirectly, to the great number of products of these metals. As will be noted from the price changes the effects are becoming steadily more widespread and this may be expected to continue. Further improvement in the domestic demand coupled with war orders, which have tied up many manufacturers, would be likely to result in a famine in many lines. So far as the main situation is concerned, much will depend upon the developments six months hence. Large consumers of steel are not yet actually affected by the advances, as they are protected on supplies for about half a year by forward bookings. Much will depend upon the position the mills find themselves in at that time. Manufacturers are protecting themselves by booking so far as possible, but the general system is not to fill specifications until supplies are actually required. However, evidence of the strength of the market is indicated that specifications are being fyled with many bookings, which would indicate that these buyers are looking for further advances rather than a decline.

Iron and Steel Advance.—Direct evidence of the advances in the steel market are to be found in the further increases made in bar iron and several varieties of steel. New prices are as follows:

	New price	Advance
Common bar iron	$2 35	15c
Mild steel	2 55	10c
Sleighshoe steel	2 55	10c
Reeled machinery steel	3 10	10c
Tire steel	2 65	10c
Toe calk steel	3 20	15c
Spring steel	3 10	10c

Sheet Brass Advances.—The advances in sheet brass which have been predicted for some time have finally gone into effect. There is a shortage of these products and deliveries are secured with difficulty. The new quotations are as follows:

	New price	Advance
Spring sheets, 8" wide up to 24 gauge	46c	1 c
Rods, base ½ to 1" round	44c	2 c
Tubing, seamless, base	44½c	2½c

The quotations on copper products are very firm with no concessions being offered; higher prices will be a natural development of the present situation.

Brass Tubing Higher.—There have also been advances on brass tubing. The brazed is now net list and the close joint 25 per cent. off. The solid quarter-inch rod is quoted at 4c per foot, net.

Lead Products Higher.—Following the recent advances in the lead market, lead products have been affected and advances on sheets have been made. The new quotations follow:

	New price	Advance
Sheets, 3 lb. square foot	$9 00	75c
Sheets, 3½ lb. square foot	8 75	75c
Sheets, 4 to 6 lbs. sq. ft.	8 75	1 00

Boiler Plates Advance.—The predicted advance in the prices on boiler plates has been made. This is the direct effect of the developments in the steel market; the quotations are firm on the advance. New prices follow:

	New price	Advance
Plates, ¼ to ½ inch	$2 75	40c
Heads, per 100 lbs.	3 00	40c
Tank plates	2 85	25c

Boiler Tubes Also.—As previously reported, there is also a readjustment on boiler tubes to higher levels. However, the new figures are delayed and have not yet been generally made public.

Zinc Still Advancing.—The advance in the market for sheet zinc continues and the increase of 3c last week is followed by another of 2½c this week. The quotations now are: 5-cwt. casks, 27½c; part cask, 28c.

Nails Take Another Jump.—An important development of the week is another advance in wire nails which follows the recent developments in the wire market. The increase is 10c and raises the quotation to $2.80.

Cut Nails Also.—There has also been an important advance in the price on cut nails, the change being the first which has occurred with regard to this variety of nails for many months. The price has been increased from $2.50 to $2.70.

Wire Products All Firm.—Fence and hay wire, staples, and other wire products are all firm on the advances made during the past few weeks and the indications are that there will rather be further increases than declines if the steel market remains in its present position. The future for wire products is very uncertain. The base for smooth wire is $2.85; hay wire, No. 13, is $2.90.

The Advance on Shovels.—The advance on all lines of shovels referred to last week has gone into effect and the discounts have all been readjusted. The increase is about 10 per cent. all round and the new allowances will be found in the current market quotations.

Black Sheets Going Up.—Despite the recent advances which have been made in black sheets, the prediction is made in the trade that there will be still higher prices if there is no relief from the present situation, which is that it is practically impossible to get future supplies. The present quotations follow: 10 gauge, $3; 12 gauge, $3.05; 14 gauge, $2.95; 16 gauge, $2.85; 18-20 gauge, $3; 22-24 gauge, $3.10; 26 gauge, $3.15; 28 gauge, $3.30.

Galvanized Sheets Strong.—The indications are that still higher prices will be put into effect on galvanized sheets in the near future if there is not some easing off in spelter or some relief from the shortage of steel plates. A number of readjustments are made in the quotations. The new prices follow, case basis:

Queen's Head.—16-20 gauge, $5.40; 22-24 gauge, $5.50; 26 gauge, $5.75; 28 gauge, $6.

Colborne Crown.—16-20 gauge, $4.80; 22-24 gauge, $5; 26 gauge, $5.25; 28 gauge, $5.50.

Apollo.—14 gauge, $4.40; 16 gauge, $4.40; 18-20 gauge, $4.60; 22-24 gauge, $4.70; 26 gauge, $4.80; 28 gauge, $5.30; 10¾ oz., $5.50.

Pipe is Strong.—Pipe continues very strong, despite the recent advances, and there are indications that prices will go still higher if there is not more definite assurance given as to future supplies.

Shoefinders' List.—The new list on shoe tacks and other findings is still being considered by the wholesalers. The dealers do not think the change to list prices is going to work smoothly and it is stated that the matter will be taken up with the mills. In the event of the new arrangement being sustained, it is possible that the wholesalers will pay the increased prices and maintain the old discounts for the trade. In the meantime the situation is very unsettled.

Copper Rivets May Go Up.—There is a report in the trade that an advance is to be made almost immediately in copper rivets following the increases in copper wire. No official confirmation of this report is to be had but it appears to be based upon logical market tendencies.

Hemp Rope Advances.—Some of the local houses are quoting higher prices on hemp rope products. The advance is 1c on the following lines: Hemp tarred rope, 25c; untarred rope, 29c; marlin, 27c; yacht marline, 34c; Indian halyards, 18c; deep-sea line halyards, 29c.

Mason's Cord Higher.—The advances on mason's cord have been advanced. Number 27 and number 45 are quoted at 37c, which is an advance from 33c.

Mechanical Rubber.—There have recently been important developments in the raw rubber market with the result that there will be material advances on practically all lines of mechanical rubber supplies. Some of the big manufacturers have withdrawn their prices for the time being.

Set and Cap Screws.—As the result of some of the manufacturers being tied up on war contracts, there has recently been a shortage of some sizes of set and cap screws. This is only one example of what may be expected to develop in many lines in the event of there being a marked improvement in normal demand when makers are working on Government orders.

Tinned Cutlery Higher.—There is a general advance on tinned cutlery, Number 900, which is generaly known to the trade. New prices, per gross, are as follows: teaspoons, $1.75; dessert spoons, $3.35; table spoons, $3.50; dessert forks, $3.95; table forks, $4.30.

Old Materials.—There have been further advances on the prices offered for old materials, this market stiffening in sympathy with the situation in virgin metals. The present prices are:

Tea lead, pack, 4¼c lb.; tea lead, chest, 4¼c lb.; lead (heavy) pipe, etc., 5¼c lb.; brass, heavy, 11½c lb.; brass, light, 9½c lb.; zinc, heavy, 13½c lb.; copper, heavy, 16¼c lb.; old cast iron, $12 per ton; wrought iron, No. 1, $10 per ton; wrought iron, No. 2, $8 per

ton; stove plate, $8.50 per ton; mach. compos., No. 1, 12c lb.; compos. turnings, No. 1, 11c lb.

Candle Wick; Brooms.—Some of the wholesale houses have advanced their prices on candle wick and brooms. The former is now quoted at 26c, being an increase of 3c, and the latter are up 15c.

Cutlery Shortage.—The shortage in cutlery is growing steadily more acute and on some lines the shortage is getting serious. Dealers are beginning to appreciate that it is going to be extremely difficult to supply continued demands if there is not some relief in the immediate future. Deliveries from England are being constantly delayed through the makers being busy on supplying munitions.

Electrical Utilities.—Domestic electrical appliances are coming in for a strong demand and the indications are that they are going to be very popular in the Christmas trade this season.

Ammunition.—So far as the hunting season is concerned, the orders for ammunition now being received are just the fag ends and are largely for high-power metallics. It is noted that there is a continued good demand for small shells for gallery practice.

Mechanics' Tools.—The demand for tools for use in the mechanical lines continues to improve, indicating that the field of operations on munition orders is being steadily broadened. The wholesalers report that they have been doing a very satisfactory business in this department.

Seasonable Goods.—The recent cold snap has caused a much brisker demand for skates and hockey sticks and pucks. In the city seasonable lines are moving slowly. People seem to be buying only what they need and there is small interest in snow shovels and kindred lines when the weather is unseasonably warm.

Hoop Steel.—Some wholesalers announce a further advance of 25c all round on the different varieties of hoop steel. This is the second 25c advance which has been made in a short time.

TORONTO

TORONTO, Ont., Dec. 2.—Conditions in the hardware market continue to steadily improve, and a more optimistic feeling prevails in the trade with regard to the future outlook. Money is circulating more freely, railway earnings are increasing and the volume of business is growing, notwithstanding a steady advance in prices of many lines.

Indications point to a shortage in many lines of hardware when spring opens up, and for this reason retail merchants will be well advised to keep stocks well assorted. There is also a probability of higher prices on many lines in the near future, which should help to stimulate business.

Seasonable lines are moving more freely, now that the weather is colder, and the demand is improving for those lines required for the Christmas trade. There is a good demand for stoves and heaters, which would be further stimulated by a spell of colder weather. Shelf lines are moving out nicely, especially in the country districts.

Important Changes.—A number of important price changes have been made this week, and the tendency continues in an upward direction for many lines. The strength in the market is due almost entirely to conditions in the iron and steel trade, where prices are very firm and higher for some products. The ingot metal market is also very firm, and is consequently affecting certain hardware lines. Canadian manufacturers of poultry netting have withdrawn their prices, which indicates an advance in the near future. Black sheets, galvanized sheets, "Apollo" and "Premier" brands have advanced. Snow shovels, "Stewart" horse clippers, curry combs, cut nails, hemp rope and zinc sheets have also advanced.

Munitions.—An interesting development affecting the shell industry is the announcement that plans are being worked out for extending the scope of the Munitions Committee to include the distribution of orders for shells from all the Allies. Another interesting feature is a proposal for Canadian banks to assist factories in financing orders for shells. An arrangement such as this will permit of larger orders being handled and greatly simplify the financial aspect of the business. Hitherto all payments have been made in British funds. No very definite information is available with regard to the 8-in. and 9.2-in. shells, but it is understood that orders for 60-pdr. and 6-in. shells are being placed first.

WIN THIS PRIZE

An important announcement appeared on page 29 of last week's issue of Hardware and Metal. A special cash prize of $15, or a watch of equal value is offered to the window trimmer who dresses the best window with goods which were advertised in last week's issue of Hardware and Metal, or the products of firms whose advertisements appeared in that issue. This is not connected with the annual window display contest announced in this issue. It is a special prize, and is offered in addition to the eight cash prizes offered in the annual contest. Any window dressed with goods advertised in last week's issue can be entered in both contests if desired.

Iron and Steel.—The market continues very active, and prices are holding very firm, with a decided upward tendency. The demand for steel, principalv for shells, is on the increase, and mills are getting behind on deliveries, notwithstanding plant extensions which have been made to cope with the business. Steel bars are firm at 2.75c, and iron bars are unchanged at 2.50c, but an advance is looked for in the near future.

In the States there is no cessation in the demand, which on nearly all lines of steel products is beyond the capacity of the mills to supply. The majority of steel companies have sold their output for the first quarter of 1916, and have inquiries extending into the second quarter.

Pig Iron.—The market is very active, and prices of domestic brands of pig iron have again been advanced; Hamilton and Victoria brands are $1.25 higher than last week, and are now quoted at $23 per ton. Grey forge, Pittsburgh, has advanced, and is quoted at $16.45. There is a heavy demand for steel-making grades of iron, but foundry iron is less active.

Old Materials.—Conditions in the market for old materials are much the same as last week, and prices are practically unchanged, although firmer for some scraps. Copper and zinc scrap are both very firm, and have a higher tendency. Heavy melting steel is strong, but No. 1 wrought iron is weaker, and is now quoted at $9. Copper and heavy melting steel are in good demand, but other lines are quiet.

Machine Tools.—Business has been fairly good in machine tools this week, but it is expected that there will be heavier demand later when the large orders contemplated are placed. A number of orders for machinery for the 6-in. and 60-pdr. shells have been booked, but nothing has been done as yet with regard to equipment for the large shells. There is a good demand for second-hand tools, but these are getting somewhat scarce. Prices are still high and deliveries do not show much improvement.

Metals.—The situation in the metal market shows no appreciable change from last week, and the demand has improved. Copper continues strong, and has advanced slightly. The tin market has reacted, and is lower, following a decline in London. The spelter market is quiet and unchanged. Zinc ore is very high, being quoted $100 to $115 at Joplin, Mo. The lead market is very strong both in London and New York. The antimony market is strong and scarcity of supplies is being felt. Aluminum is also scarce and quotations are nominal.

Tin.—The market is dull and featureless, with prices lower. There continues to be little interest shown by buyers for any deliveries; at the same time, sellers are inclined to be indifferent. Tin has declined 2c, and is being quoted at 46c per pound.

Copper.—The market is strong and higher, and the position of copper is a decidedly strong one. Consumption is increasing, and is, if anything, in excess of the current output. Lake copper is now quoted at 20¾c, and electrolytic at 20½c per pound.

Spelter.—The market advanced in London, but this did not stimulate the New York market. The situation is practically unchanged, and indications point to higher prices rather than otherwise. Spelter is unchanged at 21c per pound.

Lead.—Both London and New York markets are very strong. The "Trust" price of 5.25c New York is being firmly held, with a possibility of an advance.

Lead is unchanged locally at 7c per pound.

Antimony.—The market is in a stronger position than it has been, and is feeling the full effects of the scarcity of supplies. Quotations locally are firm, but unchanged at 40c per pound.

Aluminum.—There is no improvement in the situation with regard to supplies, which are very difficult to obtain. Quotations are nominal at 65c per pound.

Solders.—No change has been made in solders, although prices continue firm, notwithstanding the decline in the tin market recently.

Poultry Netting Quotations Withdrawn.—The increase in cost of raw materials is affecting netting. On this account Canadian manufacturers of netting have withdrawn prices, which indicates an advance in the near future. English netting is practically unobtainable on account of the war, as English makers are unable to get sufficient labor to operate their plants.

Galvanized Sheets Higher.—Higher prices for galvanized sheets were predicted in these columns last week as being the only logical result of conditions in the trade. Black sheets are higher and becoming difficult to obtain on account of the scarcity of steel. Spelter is being maintained at a level too high to be attractive to the makers of sheets, while in addition there is a shortage of sulphuric acid, which has also risen in price. Apollo galvanized sheets have advanced 50c per 100 lbs., 10¾ ozs. being now quoted at $5.50 per 100 lbs. Premier sheets have also advanced, No. 28 being quoted at $5.50 per 100 lbs.

Black Sheets Advance.—Prices of black sheets have advanced as a result of the scarcity and increase in cost of raw materials. An advance of 50c per 100 lbs. has been made, No. 28 gauge being now quoted at $3.25 per 100 lbs.

Hemp Rope Advances.—Conditions in the raw material market have for some time been such that Hardware and Metal has been predicting higher prices for rope. The increase in cost of hemp has forced the manufacturers to raise their prices of hemp rope, which are given on page 46, and are about 1c per lb. higher than previous list. Sisal and Manila are unchanged for the present, although in this case there is no improvement in the situation as regards raw material, and higher prices for sisal and Manila rope are a possible outcome.

Snow Shovels Advance.—Snow shovels manufactured by the D. F. Jones Mfg. Co., the Canadian Shovel and Tool Co., and George Wolf & Sons, have advanced, and are now being quoted at a discount of 30 per cent.

Horse Clippers.—The "Stewart" horse clippers and parts thereof have advanced, and are now being quoted at discount of 25 per cent. from the revised list. Curry combs have advanced 10 per cent.

Wire Nails.—Cut nails have advanced 20c, and are now being quoted at $2.90 per keg. Wire nails are very firm, but unchanged at $2.75 per keg.

Wire.—Prices of wire products are all very firm, but unchanged. Prices of galvanized wire are still withdrawn. Smooth steel wire is unchanged at $2.85 base.

Kitchen Utensils.—Prices of all lines of ware are very firm and higher prices are quite possible in the near future. Raw materials continue to advance, and makers of copper, tin, and galvanized ware may be obliged to revise their lists. Business continues good in the country districts.

Stoves. — The cooler weather has stimulated business, and stoves and heaters are moving more freely.

Wrought Iron and Lead Pipe.—Prices on both lines are very firm, and in either case an advance is probable. Lead pipe is quoted at 9½c and waste pipe at 10½c per pound.

LONDON

LONDON, Ont., Dec. 2.—The steady improvement in business continues, and nearly all branches of the trade report that business during November was ahead of the corresponding month of last year. Christmas goods are moving splendidly, and other seasonable lines are in good demand.

Prices on most hardware lines are very firm. There has been an advance of 1c per pound on certain lines of hemp goods.

The many price changes announced in Hardware and Metal last week are now in effect. Cut nails are slated for an advance in the near future. It is expected that poultry netting will go higher in the near future.

Many other lines are very firm. A scarcity of many lines of steel goods will be felt next spring.

(Continued on page 46.)

NEW LIST OF SHOE FINDINGS

SHOE RIVETS—In 1 lb. Papers

STEEL WIRE

16 Ge and Heavier — per 100 lbs.

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$14.00	10.50	9.50	8.50	7.90	7.40	6.75	6.25

17 Ge. Add $0.90. 18 Ge Add $2.00

Clinch Point—Add 50c. Bulk Shipment—Less 25c net.

Cobblers—Add 15%

BRASS WIRE

16 Ge. and Heavier ....Add $46.00 to Steel Prices
17 " .... " 47.50 " " "
18 " .... " 49.50 " " "

Clinch Point

16 Ge. and Heavier ....Add $47.50 to Ord. Steel Prices
17 " .... " 49.00 " " " "

Cobblers—Add 15% to Brass Wire

TACKS—In 1 lb. Papers or Bulk, Per 100 lbs.

	Shoe or Hand	Pullers	Replacing	Machine Welt	Machine McKay
½ oz.	$17.10	$	$	$	$15.30
¾ oz.	14.80	....	....	....	13.80
1 oz.	12.40	....	....	....	13.00
1¼ oz.	12.00	....	....	....	12.30
1½ oz.	11.30	10.35	....	....	11.80
1¾ oz.	10.60	....	....	....	11.30
2 oz.	10.10	9.45	10.25	10.00	10.80
2½ oz.	8.70	9.10	9.95	9.70	10.00
3 oz.	8.60	8.70	9.70	9.45	....
4 and larger	7.60	8.60	9.60	9.10	....

Insole Machine Tacks, charge same as Machine Welt.
Insole Hand Tacks, charge same as Pullers.
Wood Heel Tacks, ⅝ and 6/8, $10.50 per 100 lb.

SHOE TACKS—In Dozens — Per 100 dozen

1½ oz. and smaller..	$21.00	4 oz.	32.00
2 oz.	24.00	5 oz.	36.00
2½ oz.	26.00	6 oz.	41.50
3 oz.	30.00	8 oz.	55.50
3½ oz.	31.00	10 oz.	69.50

HEEL OR SHOE NAILS

14 Ge. and Heavier 4/8 and longer. In Bulk....$5.50 per 100 lbs.
15 and 16 Ge ....Add 60c to above price

In 100 lb. quantities, one size.
17 Ge. ....Add $1.50 to above price
In 100 lb. quantities, one size.
In 1 lb. papers add 40c net extra.

Swedes Iron
Add 65c to above price.

Silver Point
All sizes, $6.25 per 100 lbs.

	Per 100 lbs.
Hard Steel Nails	$12.60
Wood Heel Nails	12.60
Army Heel Nails	8.00

HOB AND HUNGARIAN NAILS—In 1 Lb. Papers

		Per 100 lbs.
11-12-13 Ge. and heavier,	⅝ and shorter	$7.60
	3½/8 and longer	7.10
14 "	⅝ and shorter	8.60
	3½/8 and longer	8.10
15 "	⅜ and shorter	9.35
	3½/8 and longer	9.85

If in bulk deduct 50c net.

CHANNEL NAILS—In 1 lb. Papers — Per 100 lbs.

⅝ and longer	$ 8.00	6 6½/8	10.00
4½/8	8.50	⅜	12.00
4/8	9.00		

PACKING EXTRAS. — Per 100 lbs. net

All goods packed in ½ lb. Papers	$0.50
All Goods packed in less than ½ lb. Papers	3.00
All Goods packed in less than ¼ lb. Papers	4.00

TERMS—2% Cash in 30 Days.

DELIVERED IN STORE:
Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Berlin

FREIGHT ALLOWANCE
Actual freight not exceeding 25c per 100 lbs. on shipment of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

WEEKLY PAINT DEPARTMENT

"No Women Allowed in This Store"

Successful Dealer Who Has Always Run a Man's Store, and Says He Can't be Bothered With Women, is Unconsciously Setting Traps to Catch Them at Every Turn

By ROBERT O. LAWSON

WE were standing in his store, an immense place which he had just completed—one of the largest hardware stores in Ontario. I had been admiring the elaborate show cases, the displays, the wonderful sweep of the building which had hardly a single pillar to obscure the vision, and now we had retired to a far corner, where were located one or two display tables, on which were shown, rather perfunctorily, I thought, a number of household goods. Now, I am a bit dippy on the question of display tables. In my opinion they are among the most important innovations of the past half century. I have seen so many hardware stores rejuvenate themselves by installing racks, they receive my blessing whenever we meet. So that in this particular store I was disappointed to find them hidden in a corner where the light was bad, and to find the utensils displayed upon them as though they did not matter. And I said so.

What the hardware merchant said to me in reply is one of the most astounding things I have heard from the mouth of a successful business man in a long, long, time.

Don't Want Women

"We don't want women in this store," is what he said.

Something in the way he said it caused me to laugh. "Why don't you put a ticket up at the entrance like they do in grocery stores for dogs?" I asked. "'No women allowed in here.'" Just then, the latch of the door clicked. "Hist," I said, bending low, and peeping behind some fixtures. "Look what's blown in!" The merchant took a peep as well. It was a woman, who had wandered over to a display of electrical specialties.

"Oh, they will come in," he remarked. There was another click of the latch. "Look," he said, "there's a whole carload of them now."

There is something pathetic, I think, about a group of women at a machinery exhibition. They always seem so interested, yet are longing to get outside into the fresh air. They are as much out of place as a bunch of men at a suffragette meeting. These women looked something like that. The strange thing was that the store was laid out to receive them. The show cases were trimmed to tempt the women. The very silent salesman at the door was enough to bring them in. Yet, this was a man's store; it had catered to men for decades. There was no effeminacy about their salesmen; they were trained to sell a screw jack rather than a frying pan.

Setting the Bait

But it was a new store, and the proprietor in his effort to make it up-to-date had introduced methods that attract women. It was one of the strangest anomalies ever known in the hardware business—a man trying to make his store look modern, and unconsciously setting his bait to catch women, whom he did not want.

I button-holed him. "Sir," I said, "this is the strangest thing I have heard in a long time. Will you kindly tell me why you don't want women in your store?"

"No," he said, holding up his hands in a prayerful attitude, "this is not for publication."

I assured him that his confidence would be respected. Then he said:

The Man's Man's Creed

"It takes ten minutes to serve a woman, whereas three minutes will do for a man. I have found that out by actual observation. If we did the same trade with women as we do with men, it would be necessary to engage three more clerks. It takes us all our time to handle our men's trade. Of course, we get a few women in the store but, candidly, we'd rather not have them.

"The lines we carry have always had a masculine atmosphere. We've made a specialty of the man's trade. Take electrical, plumbing and blacksmiths' supplies—our big lines—there's nothing suggestive of the woman about these. I tell you it takes a woman ten minutes to buy a fifty-cent pot, whereas a man will spend ten dollars in the same time."

All this grieved me deeply, and I could not help but glance across the store at the women, wandering like lost sheep from show case to show case, just aching to buy some of the nice things contained therein.

Changing the Topic

The subject was irksome to him, I could see, so we discussed horse blankets, fencing, automobile accessories, and paint. And it was paint that gave him away.

"You know," said he, "when I talk paint, I talk kalsomine, and that leads me to suggest the new flat tones which are being used so extensively. That leads to a discussion of wall paper, and we've heard so much about wall paper in the past two or three months, and so many people have asked us why we don't stock it, we have decided to give it a trial. The opening order has been placed for $2,000 worth, and we expect this new department to be in full swing inside of a couple of weeks.

How Stock Will be Carried

"I'll tell you how we are going to handle it. The stock will be carried upstairs, and everything will be sold from samples. No customer will be allowed to touch the rolls, or in fact to enter the the department. When you go into the wall paper department of the big Toronto department stores, you never buy from the roll. You never see the rolls. You buy from sample. That's how we're going to do it—have a neat stand on the ground floor, with a nice sample book."

Back to the Woman

"Who is it that selects the wall paper in the final analysis?" I asked.

"In the what?" he asked, balking at my fancy expression. There was an uncomfortable look on his face, for he knew we were coming back to the eternal question, "What about the woman?"

He had to 'fess up, but he didn't do it at all gallantly.

"Well," he said, "I guess we'll have to put up with them if we are going to sell any wall paper."

Falling-Out Bristles Mean Dropping Off of Trade

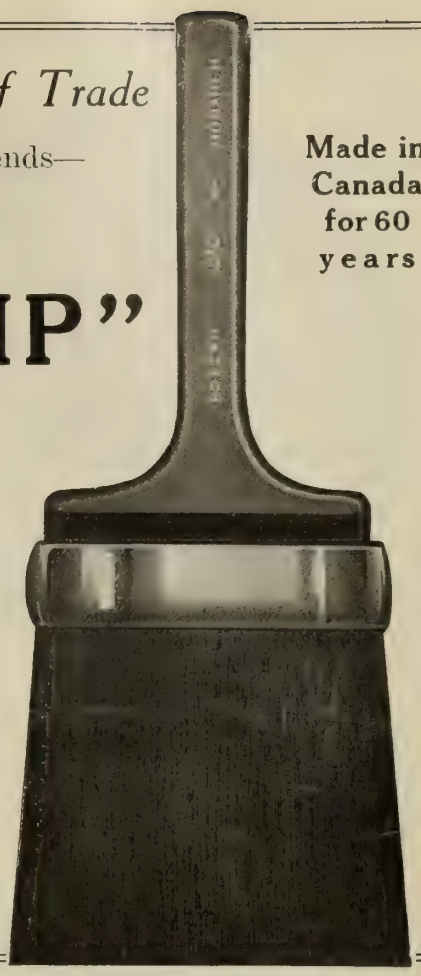
BOECKH TRADE MARK EST'D 1856 TORONTO

Bristle-Shedding Brushes have no friends—they will **not** make steady customers.

The Bristles can't come out of

"STEEL GRIP"

Paint and Varnish BRUSHES



Made in Canada for 60 years

The compressed nickelled steel ferrules positively prevent it.

Only the best materials are used in these brushes and the handles are of the common-sense shape which will not cramp the hand.

PRACTICAL PAINTERS PREFER BOECKH'S.

Get this business-building line.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

Thousands of Dollars

increase in paint business is the

Reward

for selling a paint or varnish that gives all-around satisfaction.

The Jamieson Line of Paints and Varnishes

will give complete satisfaction to your customers.

The big service and reasonable price of the Jamieson line is a combination that is a sure winner of steady patronage.

Ask us to give you full details of the Jamieson Exclusive Agency. Write to-day.

R. C. Jamieson & Co., Limited

Established 1858 MONTREAL

Owning and Operating P. D. DODS & CO., Limited

TORONTO PAINT MARKET

(Continued from page 48.)

the market, so dealers are obliged to advance prices.

Putty.—The market is firm and fair business is reported. Whiting is scarce and oil high; prices of putty, therefore, are very firm. The following prices for standard putty in less than ton lots are quoted in Toronto:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb drums	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

LONDON MARKETS

(Continued from page 43.)

The new shoe finding list is shown in a panel this issue.

Advance in Hemp.—An advance of 1c per pound has taken place on certain lines of hemp, and the prices are now on the following basis, with the usual advances on account of size: Tarred rope, 5/8 in. diameter and larger (ratlwine spunyarn), 25c; tarred bolt rope, 5/8 in. dia. and larger; hawsers and lanyards, 27c; tarred marline, houseline and Hambroline, 27c; tarred yacht marline, 34c; untarred rope, 5/8 in. dia. and larger, 29c; halyards, deep sea line, 5/8 in. dia. and larger, 29c; Indian halyards, 5/8 in. dia. and larger, 18c; beaver halyards (white polished), 5/8 in dia. and larger, 21c.

Other lines of rope remain unchanged, and are shown in current market quotations.

Spades and Shovels.—The discounts now being quoted on shovels and spades are as follows:—1sts, 50-10 per cent.; 2nds, 50 per cent.; 4ths, 40 per cent.. Draining tools—1sts, 50-10 per cent.; 2nds, 50-10 per cent.; Jones scoops, socket, 40-12½ per cent.; hollow-back scoops (black cat), 40-5 per cent.

Nails, Wire, etc.—Wire nails are very firm at the recent advanced price of $2.75 base. Cut nails are still quoted at $2.70 base, but an advance is expected almost immediately.

O and A wire is quoted as follows:—No. 10, $3.01 per 100 lbs.; No. 11, $3.07 per 100 lbs.; No. 12, $3.07 per 100 lbs.; No. 13, $3.15 per 100 lbs.; No. 14, hay-baling wire, is quoted at $3.10 per 100 lbs.

Fence staples are quoted as follows:—Galvanized, 100-lb. kegs, $3.95; 25-lb. boxes, $4.20 per 100 lbs.; bright in 100-lb. kegs, $3.10 per 100 lbs.; 25-lb. boxes, $3.35 per 100 lbs.

Fence hooks, galvanized, are quoted in 100-lb. kegs at $3.95 per 100 lbs.; 25-lb. boxes, $4.20 per 100 lbs.

Other lines are quoted as follows:—Barb wire, $3.30 per 100 lbs.; No. 9 galvanized, $3.00 per 100 lbs.; No. 12 galvanized, $3.15 per 100 lbs.; No. 13, $3.25 per 100 lbs.; No. 9, coil spring, $3.05 per 100 lbs.

Lead Oils, Paints, etc.—Pure white lead is in fair demand at $10.20 per 100 lbs. in ton lots, and $10.50 per 100 lbs. in less than ton lots.

Linseed oil is firm and unchanged, and quoted as follows:—Boiled, 1 to 2 barrels, 88c per gal.; 3 to 5 barrels, 87c per gal.; 6 to 9 barrels, 85c per gal.

Raw linseed oil is quoted in 1 to 2-barrel lots at 85c per gal.; 2 to 4-barrels, 84c per gal.; 6 to 9 barrels, 82c per gal.

Turpentine remains at 85c per Imp. gal. in single barrel lots; 84c per gal. in 2 to 4 barrel lots; 92c per gal. in 5-gal. lots.

Cut Nails Advance.—Since the above report was written word has been received that the expected advance in cut nails has taken place, and the London price is now $2.95 base.

WINNIPEG

WINNIPEG, Dec. 2.—Business continues to be very good, and it would now appear that the result of the year's activity will result in a splendid total from the jobbers' point of view. Added to this is the fact that collections are coming in very freely, and there seems to be an abundance of money throughout the country. The writer read an article in one of the local papers, which stated that one mail order concern in Winnipeg had taken in over $100,000 in one day. This seems to indicate that the local merchant is not pushing the sales of his lines as energetically as he might. There is, of course, one thing all merchants should do, and that is see that all customers owing accounts make payment of same before sending their money to the mail order houses. An aggressive collecting campaign has been urged, and from recent reports it would seem that some merchants are taking care of their accounts carefully.

Other reports indicate that the merchant is sitting back and waiting for his accounts to be paid instead of taking steps to insure such measures. When times are bright, it is always easy to sell merchandise, and sufficient collections are usually made to tide the merchant along. When, however, conditions are the reverse, it is essential that each merchant have security in some form or other so that he can continue in business.

Booking Orders Placed.—The prices noted last week seem to have given the merchants a little more confidence, and booking orders for barbed wire and nails for specified prices are already being placed quite freely. There are several additional changes to note this week. A note of same is made herewith, and it will be seen that some lines of wire are again affected.

Bolts Advance.—Following the advances in bolts and nuts in the East, recently recorded in Hardware and Metal, Western jobbers have revised their prices to the scale shown in Winnipeg current quotations.

Annealed Wire Advances.—Annealed wire has taken another advance of 10c per 100 lbs.

Seasonable Lines.—Seasonable lines continue to move freely, and orders for skates, snow shoes, skis, toboggans and hockey supplies are being shipped. There is also a splendid demand for Christmas cutlery and novelties, and jobbers are having some difficulty in filling orders complete. Unusual conditions have made this a problem for the jobbers this year, but from impartial sources we learn that they have handled the situation extremely well, and very few delays or cancellations have been made.

EDMONTON

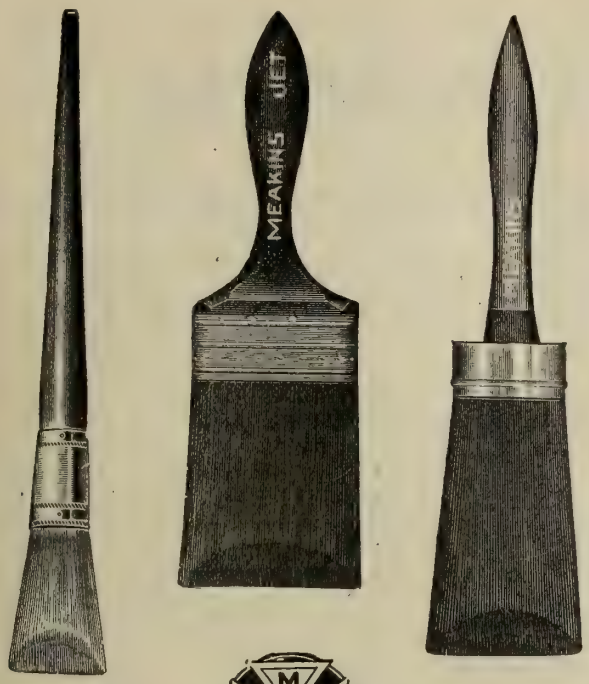
EDMONTON, Alta., Dec. 1.—Business in the city has been stimulated to some extent by the return of harvest hands and threshers' help who have just completed a busy season in the surrounding district. A good number of soldiers, too, who have returned here for the winter with the various battalions have found it necessary to set up homes necessitating the buying of stoves, furniture and other household effects. Homesteaders are also outfitting and taking advantage of the easy transportation over the frozen snow to their different locations, in most cases, many miles from a railroad.

The big game shooting season is now open and will continue until the middle of December. This includes deer, moose and caribou.

The citizens of Edmonton have approved of the agreement presented by the Hydro-Electric Co., in which the company proposes supplying power at a cheaper rate than that at which the city can generate electricity at its own plant. The agreement provides for an expenditure of over seven million dollars including power house and other buildings, dam across the North Saskatchewan river, seventy miles of electric railway, transmission line and a sub-station in the city. The proposed railway will open up new territory to the south-west where there are at present no transportation facilities. The cheaper power, it is calculated, will attract manufacturing concerns to this district, besides helping to develop local industries in coal, cement, lumber, etc.

The Edmonton, Dunvegan & British Columbia Railway Co. have announced that steel has been laid on the new road as far as the Smoky River, a distance of three hundred miles north-west of Edmonton. Freight will be accepted to that point while construction work is being pushed further west. On the Central Railway the steel head is at Reno, and shipments will be handled that far.

A schedule of stations on the Alberta & Great Waterways Railway has also been issued for the guidance of shippers. Construction work has been completed for a distance of one hundred and fifty miles north of Edmonton. The new portion of the Canadian Northern railway between here and Vancouver was opened for passenger traffic this week.



M & S 1852

A class of brush that gets the best class of painters

MEAKINS BRUSHES ARE THE CHOICE OF THE WIDE-EXPERIENCED PAINTERS BECAUSE THERE ARE NO FALLING BRISTLES TO ANNOY AND DELAY, AND THERE IS JUST THE RIGHT AMOUNT OF FLEXIBILITY TO MAKE THEM EASILY MANIPULATED.

Their service is your guarantee of satisfied customers and re-orders.

Send for our catalogue — and then order from your jobber.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

THIS TRADE-MARK

means quality, uniformity and dependability.

The dealer should demand these qualifications in every varnish he offers his trade.

The earned reputation of Berry Brothers' made-in-Canada varnishes for quality has caused their adoption by discriminating buyers, who know that our label guarantees protection against inferior varnishes.

Making a leader of Berry Brothers' line means a greater volume in your varnish business.

Write for our descriptive price list and interesting dealers' proposition.

BERRY BROTHERS (INCORPORATED)

World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(182)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 2.—The continued upward movement of linseed oil on a very unsettled market and the narrowing of quotations on turpentine towards the top of the price range, are factors of the week which add strength to an already strong situation in regard to ready-mixed lines. As has been previously explained, the rising cost of the raw materials referred to, together with last week's increase in lead and the continued high position of zinc, is having the effect of creating a serious problem as to the maintenance of the present prices to the trade. There have been serious discussions of the subject in manufacturing circles. Some of the makers are for an immediate advance to a level in keeping with the cost of production, but so far the majority ruling has been in favor of maintaining the present basis rather than to disturb the market by making another increase. However, it is doubtful as to how long the present attitude can be maintained if there is not some relief—and there are no indications of any easiness in the immediate future.

Considering the prevailing conditions of uncertainty, November has made a satisfactory showing so far as business is concerned, and the booking for spring orders is a marked improvement over a year ago. The indications are that the trade is realizing that the present situation is a strong one and are booking conservatively. However, it is natural that there should be some hesitancy, backed by the hope of a break in the situation in the next few months. Such a development is of course possible as the present prices are abnormal, but the continued advances would rather indicate that the changes will be in the opposite direction.

Linseed Oil Rising.—During the week linseed oil has again advanced a couple of points in the cost of production. The development so far as the trade is concerned has resulted not so much in a general increase as the development of a more than usually wide spread as between the quotations of different jobbers. The movement of oil is not heavy and in the competition for business there is much price-cutting as between firms taking the actual market as a price basis and those with stocks of cheap oil on hand which they are willing to let go at a small profit. A week ago the high quotation on a single barrel basis was 84c and 87c for raw and boiled, respectively. This has been advanced 3c to 87c and 90c. At the same time some jobbers have not changed their prices and one quotation as low as 79c and 82c is still heard. However, such figures as the latter must be considered as subject to early change. Between the outside points in this wide range there are several intermediary quotations.

Turpentine Firmer.—The situation in turpentine is firmer and steadier. A week ago it was pointed out that one jobber was maintaining an old quotation of 75c, although the market was normally above 80c. At present the latter is the lowest quotation heard and the several other figures given are between 80c and 83c. The improvement warrants the following base quotations:

1 barrel lots	80c	83c
2 to 4 barrels	79c	82c

White Lead Steady.—White lead is firm and steady on the last advance. Primary markets have recently been quiet so far as the metal is concerned, but prices have been very firm and additional strength is to be found in the linseed oil situation. Present basis $10.05. with 30c added for less than ton lots.

Gasoline and Benzine.—With the close of navigation this week there will be less activity in gasoline and benzine for the time being. Dealers report a normal autumn movement to the outside districts. Prices are without change, as follows:

Gasoline, in wood	24c
Gasoline, in drums	21½c
Gasoline, tank wagon	20½c

Benzine, 1c lower.

TORONTO

TORONTO, Ont., Dec. 2.—The general situation in the paint trade is unchanged. The cooler weather has restricted painting operations but, on the whole, conditions are about normal. Prices continue very firm, but there are no changes of any importance to note. White lead is firm at the recent advance. There is no change in mixed paints, but higher prices are looked for. The linseed oil situation is uncertain owing to recent developments as regards shipping facilities. The oil market is very firm as is also turpentine. Gasoline and benzine are firm but unchanged. The oil situation is unchanged, and supplies of gasoline are scarce. Collections are improving and money moving rather more freely.

Linseed Oil.—Prices are unchanged but firm. The flaxseed market in Winnipeg is erratic and a considerable quantity of seed has still to come from the farmers, a small percentage having up to date left the farmers' hands. The market is somewhat disturbed over the recent commandeering of shipping on the Great Lakes owing to the possibility of flaxseed shipments being held back until all the wheat required by the Government has been moved down east. This means that all the flaxseed will have to be shipped by rail, but even then may be held up owing to wheat being given the preference. It is too early to say refinitely how this new development will affect the market, but as the larger crushers will no doubt have sufficient seed to carry them over, the results may not be very serious. All indications, however, point to a very firm market and possible higher prices. Stocks of oil in the hands of the jobbers are light, but the demand is also light. Oil is being quoted at practically the same range as last week and the following is a fair average locally:

	Raw	Boiled
1 to 2 barrels	85c	88c per gal.
3 to 5 barrels	84c	87c per gal.
6 to 9 barrels	82c	81c per gal.

10 barrels and over, open.

Turpentine.—The local market is stationary, but is very firm. The market at Savannah is firm with a higher tendency. There is not much turpentine left in the woods in the South, and as no gum is now running to produce from until March, stocks will get low and prices may as a result advance. The market is bare locally and demand light. The following prices are being quoted in Toronto: 1-barrel lots, 85c; 2 to 4 barrel lots, 84c, and 5-gal. lots, 92c per Imperial gallon.

White Lead.—There is a fair demand for white lead and prices are very firm. It is difficult to say what may develop in this market but the continued strength of pig lead and probability of higher prices may eventually affect white lead.

Mixed Paints.—Prices are unchanged, but as an advance is expected in the near future, all raw materials have advanced since the paint schedule was last changed, and higher prices for mixed paints would be the logical result of conditions at present prevailing.

Whiting.—This material is getting scarce and the high ocean freight rates have added considerably to the cost of importing whiting. Prices are very firm but unchanged.

Gasoline and Benzine.—The market is very firm and the situation shows no improvement. Gasoline is quoted at 25½c and benzine at 25c per gallon.

Glass.—There is no change in the situation and the proposed price list now under consideration has not been adopted yet. The margin of profit is so very fine that dealers are disposed to get away from the list, especially for some sizes. The cheap glass is practically off

(Continued on page 46.)

186 years of name endurance proves the great power of endurance of B. B. White Lead from which B-H "ENGLISH" PAINT is made.

B-H "ENGLISH" PAINT is all pure paint and every drop works out to advantage under the brush.

Under the B-H Ironclad guarantee, is the only way to sell or buy paint.

A Square Deal All Round

B-H "ENGLISH" PAINT represents a square deal for you and when you sell it to your customer it represents a square deal for him.

Some of the reasons of this square deal are shown in the squares all round *this* square.

They are worth noting.

SELL

B-H

"ENGLISH" PAINT

Made from

B.B.

Genuine **White Lead**

B-H "ENGLISH" PAINT enjoys the most distinctive advertising yet shown.

B-H is the paint made on tested, stated and guaranteed formula.

The perfect ratio of 70% of B. B. White Lead and 30% of Pure White Zinc, as in B-H "ENGLISH" PAINT, guarantees the best results.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb......62—65
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½ -5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $9.75; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London. St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black, Diamond, doz.		9 00
Samson, single bit, doz.		9 00
Samson, single bit, handled doz.		12 50
Samson double bit, doz.		12 30
Samson flooring axes No. 2, doz.		9 75
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A." "B," "C." "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3. No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 23	0 25
Drums, gal.	0 20½	0 23

BOLTS AND NUTS

Carriage Bolts ($1). list. ¾ in. dia. and smaller, 60 and 10 p.c.

Carriage Bolts ($1), list, 7-16 in., 50 p.c.

Machine Bolts, ⅜ in. dia. and smaller, 65 p.c.

Machine Bolts, 7-16 in. dia. and larger, 50-7½ p.c.

Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 55 p.c.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 p.c.

Coach and Lag Scraws, 70 p.c.

Skein Bolts, 65-5 p.c.

Square Head Blank Bolts, 50-7½ p.c.

Bolt Ends, 50 p.c.
Plow Bolts, 55 p.c.
Elevator Bolts, 55 p.c.
Fancy Head Bolts, 45 p.c.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 45 p.c.
Nuts, square, 3¾c off list.
Nuts, hexagon, 4¼c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 46
Rods, base ½ to 1" round 0 44
Tubing, seamless base ... 0 44½
Tubing, iron pipe size, 1" base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2. ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 10
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 1 75
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.
Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 17½%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50	1 50
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER

	Montreal	Toronto
Castings ingot, see weekly report		
Bars, ½ to 2 in.	30 50	31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	31 25	29 50
Copper sheet, tinned, 14x60, 14 oz.	34 75	....
Copper sheet, planished, 14x60 base.	41 25	31 50
Braziers' in sheets, 6x4 base	30 50	29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 3 25
All bright, 52 sheets...... 4 60

	Apollo	Galvanized Crown	Gorbals
18x24x52	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47	6 50	6 50	6 50
20x28x94	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 60
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

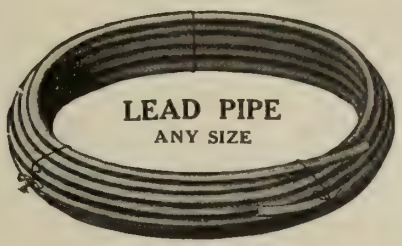
CLOCKS, ALARM

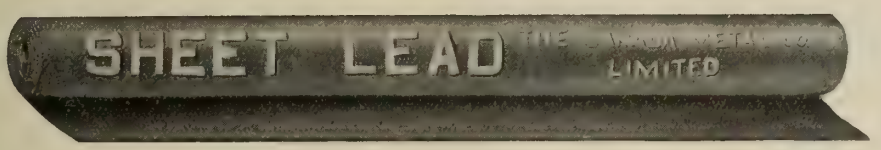
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.





We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

Consisting of re-orders is what makes the most successful business

The high quality and reasonable price of Moore's House Colors are a strong attraction for all paint users. They invariably bring a steady flow of repeat orders.

It will pay you to get full details on our business-building agency proposition.

MADE IN TORONTO, CAN.

Benjamin Moore & Company, Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz.; $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base.... 7 00 7 00
I X, 14 x 20 base.... 8 25 8 25
I X X, 14 x 20 base. 9 50 9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade... 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per cent.; bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60%.

London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Pressed Steel 0 75
Hollow and pressed steel.. 0 75
Solid 1 20
Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 24
Drums 0 21½
Tank wagon 0 20½

Toronto.

Any quantity, in bbls...... 25½
Drums, 40-gal., per gal.... 23½
Tank wagon 22

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over...... 0 06½
Masons, 5 lbs. and over... 0 06½
Napping, up to 2 lbs..... 0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr..... $7 50
R. W. No. 117 P.D. Hanger, full set 2 75
R. W. No. 321, per doz. pr. 12 00
Stearns wood track, Special.
Zenith 9 00
Atlas, steel covered... $5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.....	$1 20	$1 00
5 in., doz. prs.....	1 45	1 10
6 in., doz. prs.....	1 75	1 20
8 in., doz. prs.....	2 10	1 60
10 in., doz. prs.....	3 75	2 65
12 in., doz. prs.....	4 65	4 50
14 in., doz. prs.....	5 30	4 65
Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 25
Over 14 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes. feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard; J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 45	2 95
Horseshoe iron, per 100 lbs.	2 45	2 85
Norway iron	4 75	4 50
Mild steel	2 55	2 75
Band steel	2 45	2 45
Sleigh shoe steel ..	2 55	2 60
Domestic	2 30	2 50
Reeled machinery steel	3 10	3 50
Tire steel	2 65	2 75
Toe calk steel	3 20	3 50
Mining cast steel, per lb.	0 07¾	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 08	0 11
Silver tool steel, lb.	0 13½	0 17
Spring steel	....	3 10

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05

Montreal, 30%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25
72x30, 26 gauge, case lots. 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16 ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 55c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Bobs A.C., doz...... 2 00

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Cold blast, London 0 50
Prism globes 1 20
Cold blast, short ruby 2 00
Cold blast, common ruby... 2 00
Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
23-gauge, galv. metal lath.. 0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	9 00	9 00
Sheets, 3½ lb. sq. ft.	8 75	8 75
Sheets, 4 to 6 lbs. sq. ft.	8 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling ....Net 9 50
B.T. Bonnie, style A... " 4 25
B.T. Bonnie, style B... " 4 50
B.T. Ideal .... " 6 00
B.T. Ideal Water Motor " 12 00
B.T. Cyclone .... " 6 00
B.T. Cyclone Water Motor .... " 12 00
B.T. Vollmar, No. 2.... " 6 00
B.T. Vollmar, No. 3.... " 6 50

The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells **profits.**

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company

Established 1842 MONTREAL

Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

STANDARD GRINDERS after FIFTY YEARS

Fifty years make half a century, and it takes a mighty good article to hold supremacy in its class all that time. Cleveland Grindstones have done it! That's because they are made of genuine Berea Grit, the finest all-round abrasive known, which has a fine, even texture all through. Furthermore, every Cleveland Grindstone is specially selected by our expert graders, and we ship to a dealer only the grit best suited to his customers. You'll be "playing safe" and will make sales without a come-back if you handle

CLEVELAND Grindstones

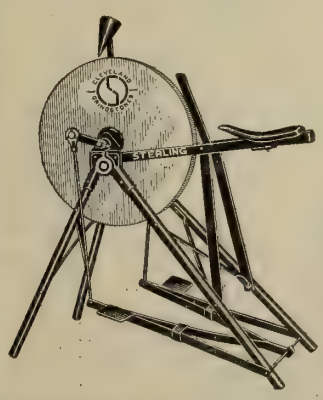
Sold only to Hardware and Implement Dealers

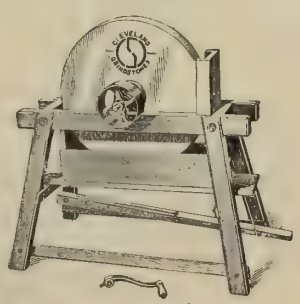
If you handle grindstones stamped with the quality mark shown above, you will be sure you're getting the **only** Berea Grit. You'll be backed by an unlimited supply, best factory equipment, expert workmen and a FAIR DEAL. Cleveland Grindstones will help you get the business that now goes out of town.

To start the ball rolling, write for illustrated Trade Price List. Tell us your jobber's name. Ask also for our famous book, "How to Keep Mail Orders at Home."

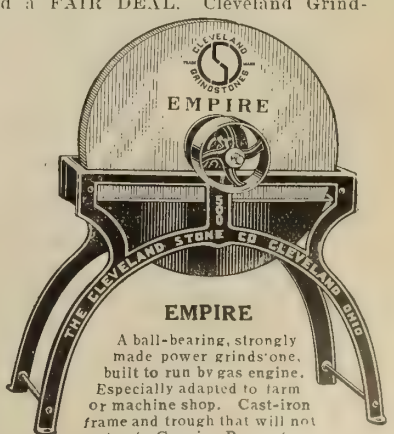
The Cleveland Stone Co.

Leader-News Bldg., CLEVELAND, O.





Farmer's Special Model (Hand or Engine Power)



EMPIRE

A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone One of the many fine models of CLEVELAND GRINDSTONES

MALLETS

	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 49
Crescent, doz.	1 50
Crank wringing, doz.	5 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.75 base; Montreal, $2.80 base; London, $2.55 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.20, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2½	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	10 75
U.S. Navy (American)	10 00
New hemp (English)	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 13	0 12½
Royalite	0 13	0 13
Palacine	0 15½	0 16½
Castor Oil, per lb.	0 15½	0 16½
Black Oil (Summer)	0 12½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 13½c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10 per ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	28-30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 45
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 28	$ 3 69
½ in.	2 80	4 46
¾ in.	3 22	5 46
1 in.	4 76	8 08
1¼ in.	6 44	10 95
1½ in.	7 70	13 06
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 31
3½ in.	25 76	43 70
4 in.	30 52	51 78

Lapweld

2 in.	$ 11 84	$ 19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in.x25 lbs. per ft	85 00	138 75
8 in.x28 lbs. per ft.	97 92	159 84
9 in.	117 30	194 48
10 in.x32 lbs. per ft.	108 80	177 60
10 in.x40 lbs. per ft.	140 08	228 66

PIPE (LEAD)

Lead pipe, $9.50.
Lead waste pipe, $10.50.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	4 00
3 inch, in 10-ft. lengths	4 85
4 inch, in 10-ft. lengths	6 40
5 inch, in 10-ft. lengths	8 75
6 inch, in 10-ft. lengths	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 25
Heads, per 100 lbs.	3 00	3 00
Tank plates, 3-16 inch	2 85	2 85

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

	Doz.
O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal, cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 67½%.

Iron burrs, 67½%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

		Per roll
Tarred felt (7-10-16 oz.)		$2 40
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 15
3 ply R.R., complete in roll		1 35
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply		1 40
Compo certainteed, 2 ply		1 75
Compo certainteed, 3 ply		2 10
Liquid roofing cement, per gal, in barrels		0 18
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Hemp, deep sea line basis	29
Hemp, tarred ratline basis	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	11½
Italian rope basis	28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23

Sisal Clothes Line.

3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE)

	Doz
D Handle	$ 3 50
L Handle	3 50

SCRAPERS.

	Doz.
Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H, bright, 80, 10, 7½, 10 per cent. off list.

	Per cent		
Wood, F.H., brass	75		
Wood, R.H., brass	70		
Wood, F.H., bronze	70		
Wood, R.H., bronze	65		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal		Toronto
10 gauge	3 00	3 00	3 10
12 gauge	3 05	3 00	3 15
14 gauge	2 95	2 85	3 15
16 gauge	2 85	2 85	3 05
18-20 gauge.	3 00	2 85	3 10
22 24 gauge.	3 10	2 85	3 15
26 gauge	3 15	2 95	3 20
28 gauge	3 30	3 00	3 25

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 40	5 15	....
18-20	....	....	4 70
22	....	....	4 95
22-24	5 50	5 30	....
24	....	....	5 00
26	5 75	5 45	5 80
28	6 00	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.75; U.S. No. 28, $5.50; U.S. No. 26, $5.25; 22 and 24-gauge, $5; 18 and 20-gauge, $4.80; 16-gauge, $4.60; 14-gauge, $4.40.

Colborne Crown — 16-20 gauge, $4.80; 22-24 gauge, $5; 26-gauge, $5.25; 28 gauge, $5.50.

Apollo Brand.	Montreal	Toronto
14 gauge	4 40	3 90
16 gauge	4 40	4 05
18-20 gauge	4 60	4 20
22-24 gauge	4 70	4 35
26 gauge	4 80	5 00
28 gauge	5 30	5 30
10¾ ozs.	5 50	5 50

Add 25c for less than case lots

MARTIN-SENOUR
PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)

The mark on the can is a guarantee of quality and satisfaction

The Merchant who profits by the best patronage and commands the greatest prestige in the selling of Paints and Varnishes in every community has concluded that it is the best policy to centre his efforts in the selling of one exclusive line.

First consideration in the choice of this line should be QUALITY.

Every successful Merchant realizes that the distribution of Quality goods is what makes his patrons permanent friends and steady customers.

Next to quality comes the Sales Help and Co-operation supplied by the Manufacturer of the Product, to make the selling of same both easy and profitable for the Dealer.

THE WISE CHOICE

The Exclusive Agency for Martin-Senour Paints and Varnishes will give to your Store the reputation of being the place to procure goods which are unsurpassed for Quality.

The Martin-Senour Line is backed by the strongest kind of Advertising Sales Help and Co-operation.

The individual experience of a Martin-Senour Dealer Agent is increasing satisfaction and growth in volume of business, and added profit year by year.

An increase in your Paint sales for 1916 will be doubly assured if you secure the Exclusive Agency for this line of Goods in your community.

No better time than now to get details of our profitable Proposition.

Drop us a line to-day.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS
Harness, 25 per cent.

SNOW SHOVELS
Invictus, 30 p.c.; Diamond, 32½ p.c.

SOLDER Montreal Toronto
See weekly report.

SOLDERING IRONS
Base, per lb., 33 cents.

SOLDER, WIPING
Acme 0 23
Commercial 0 24
Easy 0 24
Star Extra 0 25¾
Strictly standard wiping. 0 26

SPELTER
See weekly report.

STAPLES Per cwt

	Montreal	Toronto
Fence staples, galv., in kegs	3 95	3 95
Fence staples, galv., 25-lb. boxes	4 25	4 25
Fence staples, bright, in kegs...	3 10	3 10
Fence staples, bright, in 25-lb. boxes	3 35	3 35
Poultry netting staples, 10-lb. boxes	5 65	
Poultry netting staples, 25-lb. boxes	5 35	
Poultry netting staples, 100-lb. boxes	5 10	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

Above list cancelled. See panel in weekly market letter.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in.	9 60	8 90
100 ft., 2¼ in.	....	10 50
100 ft., 2½ in.	12 25	11 50
100 ft., 3 in.	13 30	12 00
100 ft., 3½ in.	15 55	14 00
100 ft., 4 in.	19 80	18 00

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails. 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $2.95; No. 14, $2.95; No. 15, $3.05.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.85 base; No 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 45	3 50
No. 9, coil spring.	3 45	3 35
No. 9, plain galv..	3 15	3 30
No. 12, plain galv.	3 30	3 45
No. 13, plain galv.	3 45	3 55
O. & A., No. 10...	2 91	3 01
O. & A., No. 11...	2 97	3 07
O. & A., No. 12...	3 05	3 10

F.o.b. London; Base, $2.95; No No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

WRINGERS, MOP
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 23¾
Part cask	0 28	0 24

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

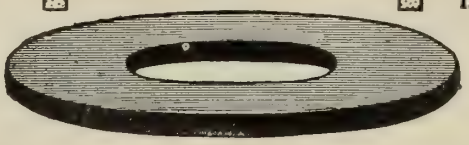
FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Your Brush Trade

Is it a profitable end of your business? Does it bring strong repeat demand? Is it building up desirable trade for you? **Good** brushes will do all this.

"KEYSTONE" BRAND BRUSHES

are made in a Canadian factory by skilled workers, using only such material as will result in hard-wearing brushes that give all-round satisfaction to you and your customers.

Floor brushes, clothes brushes, shoe brushes, dust brushes, crumb brushes, shaving brushes, every kind of brush used in the home. Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Brooms, and the rest of the famous Keystone line.

Using the Handtrap For Field Practice

Trapshooting
Puts Idle Guns Into Action

THIS fascinating, popular, all-season sport is a trade-maker for dealers. The introduction into the sport of the DU PONT HANDTRAP opens a wider field and creates a larger demand for shells and other sportsmen's supplies.

Trapshooting with the Hand Trap for target throwing is a country-wide, year-round sport and puts action into idle guns.

THE HANDTRAP IS A YEAR-ROUND IMPLEMENT

Canadian Trade Supplied by **The Dominion Cartridge Company, Montreal.**

For Gun Club Organization Helps write to

E. I. du Pont de Nemours and Company
WILMINGTON, DEL., U.S.A.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100-lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 00

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	...
86 to 90	..
91 to 95	...
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope, up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 40½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.

James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 85
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

When making up your stock order

Don't overlook the fact that prosperity has overtaken Canada. This is partly due to the exceptional crops, and partly on account of the millions of dollars in war orders.

Take advantage of present prices and prepare for more business this spring; people who have been putting off painting for two or three years are going to paint in 1916.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.60; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.: cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	5 85	6 25
28 Am. or 26 Eng.	5 60	6 00
26 Am. or 26 spec'l	5 30	5 75
24 Am. and Eng...	4 90	5 35
22 Am. and Eng...	4 80	5 25
18 20 Am. & Eng..	4 60	5 25
16 Am. and Eng...	4 45	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE. $9.90, $10.90.

LEAD WASTE. $10.90.

LINSEED OIL
Raw, per gal., 83c; boiled, per gal., 86c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.75 base; Winnipeg, $3.05 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3: American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $3.80; 8 inch, $4.05; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.	
10-12 gauge	3 15
14-16 gauge	3 10
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.65 at Fort William; $3.45 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge $3.35; 26 gauge, $3.45; 28 gauge $3.60.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.: full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William. $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE. ANNEALED
0-9, $3.25; 10, $3.31; 11, $3.37; 12, $3.45; 13, $3.50; 14, $3.60; 15, $3.75; 16, $3.90.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
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Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

STEEL LETTERS

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce. Winnipeg, Man.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS. LIMITED Montreal

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

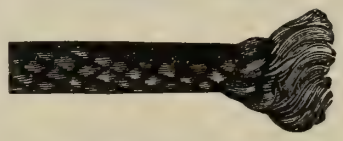
They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top. It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

HERCULES
SASH CORD



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for Carriage and Special Castings of all Kinds

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SPECIFY THESE BRANDS

Black Cat—Good Luck—McComb's Special—1, 2 and 3 Ply

We can fill all your requirements in Roofing Materials.

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Finished in Blue Enamel.

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which can be used as a sweeper alone or a vacuum cleaner alone or the two combined.

Does the work of a high-priced power machine, and does it better. A child can use it. Obtained highest award at Panama-Pacific Exposition, 1915.

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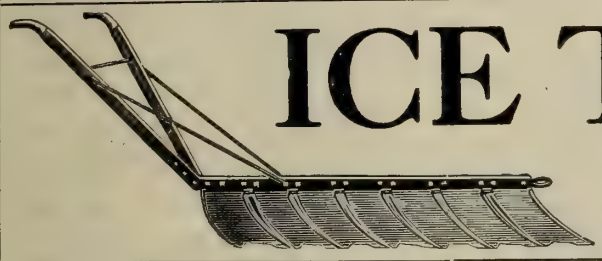

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We also have a complete line of Snow Plows, Ice Levellers, etc., for municipal work.

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How would one of our **long-handled "Daisy" Dust Pans** look hanging in your customer's kitchen with an ad. of your firm stamped in gold letters right on its face where everyone can see it, such as **With the Compliments of J. G. MILLER & CO., Winnipeg, Man.**

Our pan is large, strong, well made and nicely japanned in black; the handle is number 9 coppered wire twisted and looks very attractive. An ad. 2 x 5 with 3 or 4 lines looks nice and shows up well in gold over the baked black enamel.

We can supply you with 50 stamped to order at 13c. each. We can supply you with 100 stamped to order at 11½c. each. We can supply you with 200 stamped to order at 10c. each, F.O.B. Toronto.

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Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.
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Toronto Plate Glass Importing Co., Toronto.

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John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son, Montreal.

Glass, Wired.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
A. Shaw & Son, London, Eng.

Glue.
W. B. Bate & Co., Toronto.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Millbury, Mass.

Granaries Portable, Metallic.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Grindstones.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., Leaden.

Grinders, Grain.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Grinding Compound.
The Carborundum Co.

Guns.
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines.
Victor Saw Works, Hamilton, Ont.

Hame Fasteners.
Imperial Mfg. Co., Welland, Ont.
D. C. Ross & Co., Toronto.

Hammers.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.

Handles, Small Wood.
E. B. Salyerds, Preston, Ont.

Hand Hoists.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Screws.
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain.

Hardware, Metal Window.
The Stanley Works, New Britain.

Harvest Tools.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.

Hay Wire.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Collins Mfg. Co., Toronto.

Hinges.
Canada Steel Goods Co., Hamilton
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks.
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INGOTS—Two Sizes 25 lb., 50 lb.

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One of our many styles.

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The Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Hot Plates.
Collins Mfg. Co., Toronto.

Ice Cream Freezers.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Incubators.
Collins Mfg. Co., Toronto.

Iron and Steel Bars.
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
Iron Pipe.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps.
Beatty Bros., Ltd., Fergus, Ont. and Winnipeg.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jacks, Auto.
Richards-Wilcox Canadian Co., London, Ont.
Japans.
Berry Bros., Walkerville, Ont.
W. B. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets.
Stratford Mfg. Co., Ltd., Stratford, Ont.
E. T. Wright Co., Ltd., Hamilton.
Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.
Knives, Hunting and Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.
Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lampblack.
Barton Netting Co., Ltd., Windsor, Ont.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton
Lanterns, Gasoline.
National Stamping & Electric Wks., Chicago, Ill.
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MacKenzie Bros., Winnipeg, Man.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Ganwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton.
Stratford Mfg. Co., Stratford.
Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.
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Turpentine Producers Agency, Toronto.
Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Litter Carriers, Track and Fittings.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.
Mantles and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Match Boxes, Waterproof.
Marble Arms & Mfg. Co., Gladstone, Mich.
Mats, Rubber.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.
Mechanics' Tools.
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Stanley Rule & Level Co., New Britain, Conn.
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Metals.
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
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The Sheet Metal Products Co., of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
Metal Windows and Doors.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Micrometers.
Goodell-Pratt Co., Greenfield, Mass.
Mitre Boxes.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Monel Metal.
The International Nickel Co., New York, N.Y.
Mop Wringers.
Mackenzie Bros., Winnipeg, Man.
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Motor Boats.
Walter Dean, Toronto.
Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Dominion Iron & Steel Co., Sydney, N.S.
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Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.

Oilers.
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Oil Stones.
Carborundum Co., Niagara Falls, N.Y.
Oil Stoves.
Sheet Metal Products Co., Toronto.
Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Paddles.
Walter Dean, Toronto.
Packing.
Canadian Consolidated Rubber Co., Montreal.
Pails.
Wm. Cane & Sons Co., Newmarket,
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
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W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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A. Ramsay & Son Co., Montreal.
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Greening, B., Wire Co., Hamilton.
Pig Iron.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
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Trimont Mfg. Co., Roxbury, Mass.
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Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.
Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons.
Buck Bros., Millbury, Mass.
Planes.
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
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Smith & Hemenway Co., New York.
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Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Poultry Supplies.
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The British Aluminium Co., Ltd., London, Eng.
Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington Del.
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Canadian Consolidated Rubber Co Montreal.
Pumps, Iron.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio
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Beatty Bros., Ltd., Fergus, Ont., Winnipeg.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
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Burrow, Stewart & Milne Co., Ltd., Hamilton.
Thos. Davidson Co., Montreal.
Findlay Bros. Carleton Place.
MacKenzie Bros., Winnipeg, Man.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Razors.
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Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers & Sons Co., Ltd., Sheffield, Eng.
Saunders & Wainwright, Montreal.
Geo. Wostenholm & Son, Sheffield, Eng.
Razor Hones.
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
Red Lead.
Brandram-Henderson Co., Montreal.
Registers.
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Refrigerators.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
MacKenzie Bros., Winnipeg, Man.
Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.
Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
Roofing.
Canadian H. W. Johns-Manville Co. Toronto.
H. S. Howland, Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Roofing Supplies.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Runways, Electric.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.
Rubber Cement.
Canadian Consolidated Rubber Co., Montreal.
Saws.
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.
Saws, Cross-Cut.
E. C. Atkins & Co., Hamilton.
Simonds Canada Saw Co., Montreal.
Saw Specialties.
Victor Saw Works, Hamilton, Ont.
Aylmer Pump & Scale Co., Aylmer
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.
Screen Doors and Windows.
MacKenzie Bros., Winnipeg, Man
Sanderson, Harold Co., Paris, Ont
Screen Door Sets
The Stanley Works, New Britain.
Screw Plates.
Butterfield & Co., Rock Island, Que.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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AGENCIES WANTED BY A WIDE-AWAKE, aggressive and successful house of hardware and electrical sales agents covering thoroughly the Western Canadian territory. Firms requiring representation or unsatisfied with present arrangement should immediately write to Houston & Co., Ltd., 12 and 13 Cumberland Blk., Winnipeg, Man. (51)

WANTED—POSITION AS MANAGER OF retail hardware store, fourteen years' experience, good stock keeper, show card writer, and window dresser. Sober, married and good appearance. Apply, Box 233, Hardware and Metal. (50)

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A SOBER, INDUSTRIOUS, COMPETENT, young married man desires position as manager and buyer of Western retail hardware store. Ten years' experience. Best references. Can guarantee results. Box 225, Hardware and Metal. (49)

SALESMAN WITH FIRST-CLASS CONNECTION in three provinces desires high-class line on commission basis for January 1st, 1916. Apply Box 226. Hardware and Metal. (tf)

WANTED — HARDWARE CLERK WITH two or three years' experience. Apply, stating wages. Van Tuyl & Fairbank, Oil Springs, Ont.

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BARGAINS IN SKATES—WE OFFER THE following bargains in Hockey Skates. Every pair warranted Perfect. Made in Canada. 100 pair, size 11, Plain Finish. 100 pair, size 12, Plain Finish. 100 pair, size 12, Nickel Plated, 25 cents pair. Box 231, Hardware and Metal. (52)

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WIDE-AWAKE HARDWAREMAN HAS A splendid opportunity for a good business in the purchase of our $6,000 stock, situated in a live county town, surrounded by a first-class farming community. Will be sold right, as capital invested is required for the enlargement of another enterprise. Box 230, Hardware and Metal. (48)

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FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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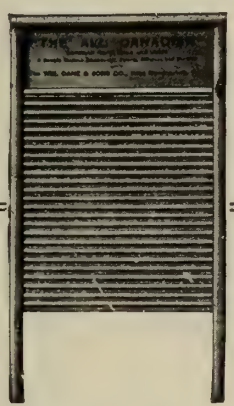

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than aluminum and zinc wash boards, is just as good and is more serviceable.

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All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

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A Good File Trade will build up the sale of other mill supplies

By coming regularly to your store for a supply of files, customers will see and buy other lines from you.

DELTA FILES

Make repeat orders doub e-sure

because they cut faster and retain their cutting edge longer than any other make and they are reasonable in price.

This is the only line of files from 3 to 24 inches that's made absolutely of crucible steel.

There is a shape and size for every purpose.

We supply dealers with effective advertising in the way of display signs and circularize their vicinity, mentioning them as our local distributors, etc., etc.

A Delta Agency is a very profitable one. You cannot afford to delay in getting it for your district.

The trade-mark **on the tang** is the Delta guarantee of satisfaction or money back.

All first-class jobbers sell Delta Files.

TRADE MARK
DELTA

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Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls, New York.

Serving Dishes.
MacKenzie Bros., Winnipeg, Man.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware.
Canadian Wm. A. Rogers, Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Skis.
Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
Thos. Davidson Mfg. Co., Montreal.
Walter Dean, Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont. and Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Can. H. W. Johns-Manville Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Ltd. Toronto.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.

Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Sheffield, Eng.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

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J. H. Still Mfg. Co., St. Thomas.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

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W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Vises.
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide.
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

Wall Plaster.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

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Cummer-Dowswell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

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Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd. Montreal.
Mackenzie Bros., Ltd., Winnipeg.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Can., Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire, Iron, Steel, Brass and Copper.
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Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Rope.
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Walter Woods & Co., Hamilton.

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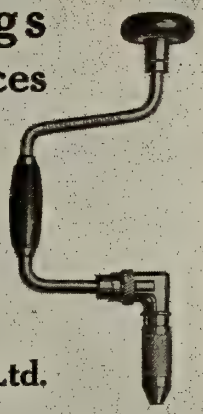
Auger Bits and Braces



Auger Bits with ordinary shanks, and Precision Turned Shanks, Bit Braces, Screw Drivers, Counter Sinks, Expansion Bits, etc.

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FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

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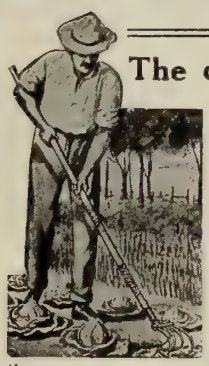
HAMILTON, ONT.



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do this work scientifically

They are light and strong and cultivate closer to plants without injuring them than any other kind of implement, leaving the soil level, loose and untrampled. Cost but little more than the ordinary hoe—accomplish much more and better work with less labor. They cultivate the soil. Your opportunity for more profit. Drop a card for our 16-page Cultivation Booklet and address of nearest Canadian Jobber.

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BUSHNELL, ILL., U.S.A.

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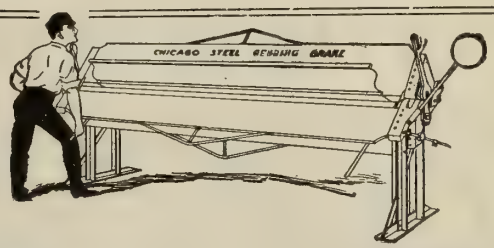
We have a large stock of high grade **Carriage** and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

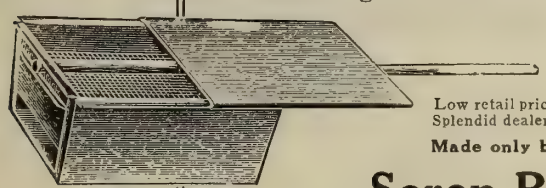
Used by over ten thousand Sheet Metal Workers in the U.S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

The "Daisy" Makes Quick Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.



Low retail price.
Splendid dealers' profit.

Made only by

Soren Bros.
545 King St. W., Toronto, Canada

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK
GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

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BELT PERFECTION

Stitched Cotton Duck Belting Makes Business

Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting; is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

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Limited
HAMILTON - CANADA

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Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

A Straight Talk from the Manager

Do You Dress Good Windows?

IF you are a good window dresser, the Christmas Window Display Contest conducted by Hardware and Metal, this year, affords you a fine chance to make money out of your ability.

There is a special prize of $15 for the best window dressed exclusively with goods made by firms advertising in Hardware and Metal's Christmas Goods Number, issued last week. Any window complying with this condition may be entered in the regular contest as well.

Look back over the advertising pages of last week's issue, and you will find a splendid variety of Christmas goods shown there—from rocking horses to silverware. There will be no lack of material for a good window, and any of the products of firms advertising in that issue, will be eligible for display in windows entered in our special contest.

Get Busy!

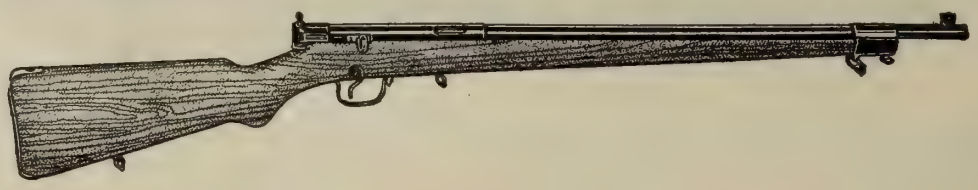
J. G. L.

The profit the OTHER MAN makes this season on Ross Rifles won't pay for YOUR Christmas Dinner

Some of your customers will buy Ross Rifles for Xmas Gifts. Make sure that they will buy them in your store.

Ross Sporting Models and Cadet Rifles should be displayed by every Sporting Goods Department looking for maximum returns from the Christmas Trade.

If you lack any information concerning prices, we solicit correspondence.



Ross Rifle Company - Quebec

The Finest Hand Saw in the World

ATKINS NO. 400

Made of Sterling Steel--as fine as razor steel. Taper Ground. Mirror Finish. Rosewood Handle. Silver-Plated Screws. One in handsome individual gloss-finished box.

AN IDEAL CHRISTMAS GIFT

For the lover of fine tools. Put them in your holiday display, among your cut glass and finest silverware. Suggest—"Buy him an ATKINS SAW for Christmas." Send your orders now. Write for free Christmas display No. H.M. **Made in Canada.**

E. C. ATKINS & CO., Factory: Hamilton, Ontario

Vancouver Branch: 109 Powell St. **U.S. Factory: Indianapolis, Indiana**

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Reasonable Price *Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

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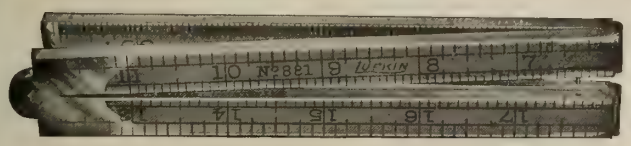
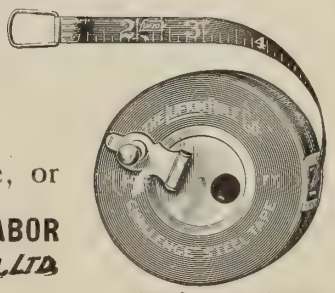
When it comes to **MEASURING TAPES AND RULES**

ENGINEER, SURVEYOR AND MECHANIC are looking for the trade-mark



LUFKIN



The fact that these goods are RIGHT has been their experience, or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Catalog No. 9

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

SOLD BY ALL JOBBERS

TINKER TOM'S TALKS

Talk Number Twenty-Seven

You'll be well paid by reading in this number the article telling how we make "PREMIER" GALVANIZED STEEL SHEETS. It takes experience, skill and up-to-date equipment, and we have 'em all. Ask your jobber for "PREMIER" next time you order.

TINKER TOM.

Look for Talk No. 28 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA.

77-T

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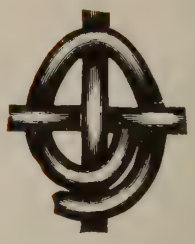
MADE IN CANADA

QUALITY HIGHEST PRICES LOWEST

THE FENCE THAT GIVES SATISFACTION



Get our proposition before you contract for your next season's requirements in fence. And be insured of a profit for your next year's fence business.

Our prices will interest you. They not only compete successfully with other manufacturers' prices, but permit you to make a fair profit, and compete with the several concerns who are selling direct to the consumer. In the past few years the mail order houses have made serious inroads on the Hardware Dealer's business, especially in fencing materials. Figures show that the mail order fence business is increasing in Canada every year. The cause is that no fence manufacturer has given the Dealers sufficiently close prices that he can meet the mail order competition, and make a profit, so he has either sold a smaller quantity than in former years, or else he has decided that the fence business was no good, and discontinued carrying a stock.

Our fence is manufactured in one of the most up-to-date fence factories in Canada, and all fence sold by us is rigidly inspected before it leaves the factory, thus insuring you of a perfect article, which means to you a satisfied customer.

If you will advise us how many cars you will require, and the dates you will want them shipped, we will give you full particulars of our gilt-edged proposition, which will put you in a position to do a big fence business this coming year, and show a profit on every rod you sell.

The Regal Fence & Gate Company, Limited

SARNIA, ONTARIO

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 December 11
No. 50 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

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We back Kyanize dealers with selling helps and a sales organization unmatched by any other manufacturer in the trade.

"The Kyanize Line is a *Profit* Mine"

Ask any Kyanize dealer.

And if there is no Kyanize dealer in ***your*** town write us at once. Let us tell you about our exclusive agency plan.

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Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

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NIPPLES in all sizes—black or galvanized.

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IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

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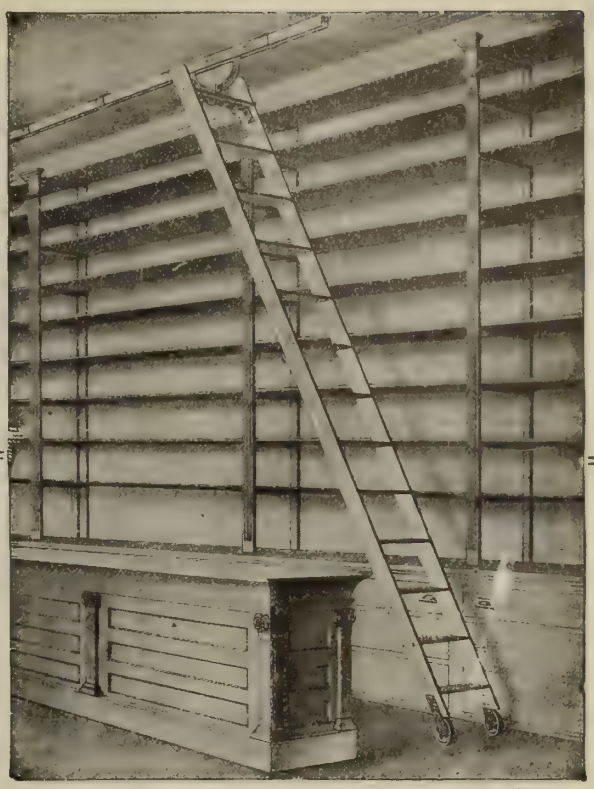

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Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

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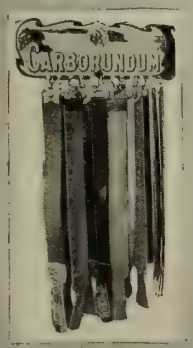
Boost Your Razor Strop Sales—Stock Up with Carborundum Razor Strops

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the strops sharpen and finish—bring the dull razor to an edge in a twinkling.

The hardware of the strops is new, novel, practical. ¶*Carborundum Strops appeal to every shaver and they will open the way to profits for you.*



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Our stock of the items shown here is complete and your orders for them will be taken care of at once. L. F. & C. quick delivery service will help to increase your Christmas business.

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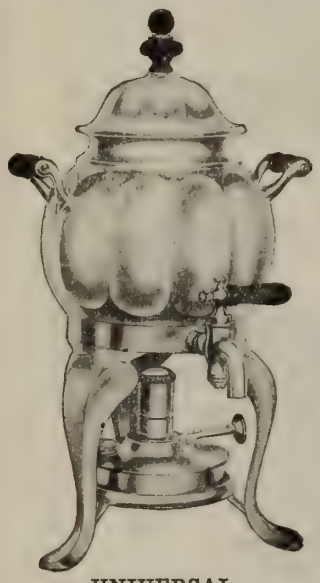

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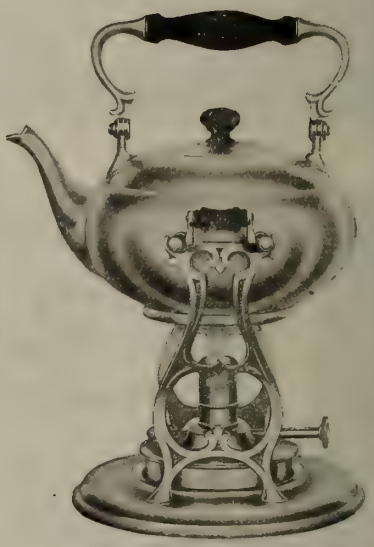
Tea Ball Tea Samovar
No. 406 N



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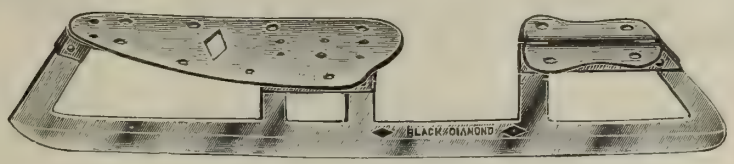
Let Your PATRONS KNOW That YOU SELL This Popular Line of HOCKEY GOODS



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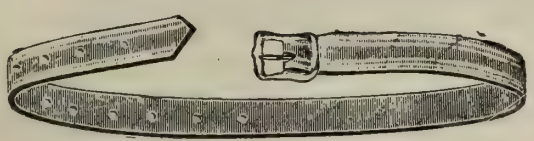

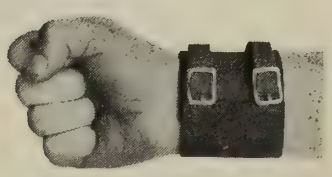

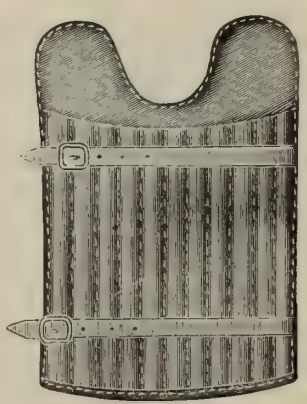

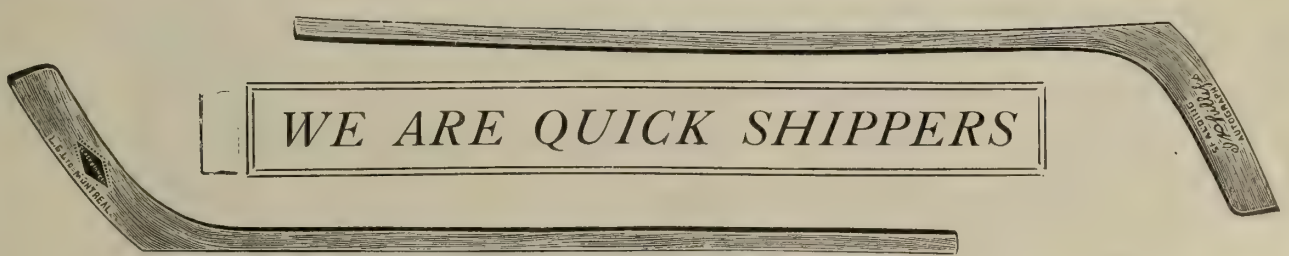

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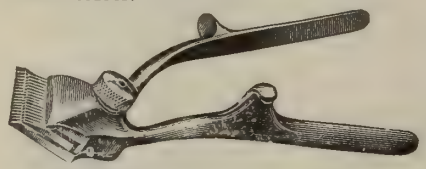
LEWIS BROS., LIMITED, MONTREAL

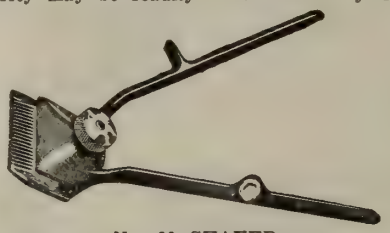
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

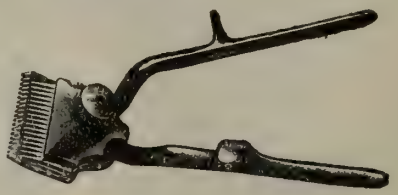
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement. not paralleled by any other American manufacturer.



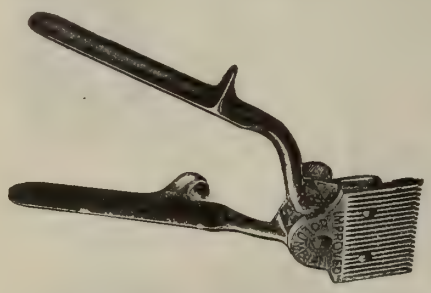
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



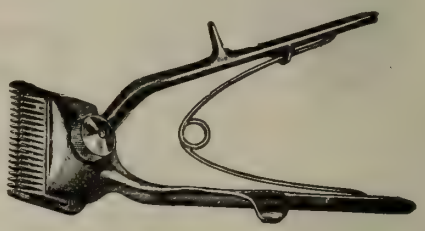
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

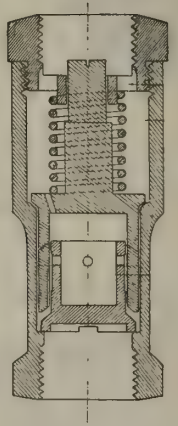
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited
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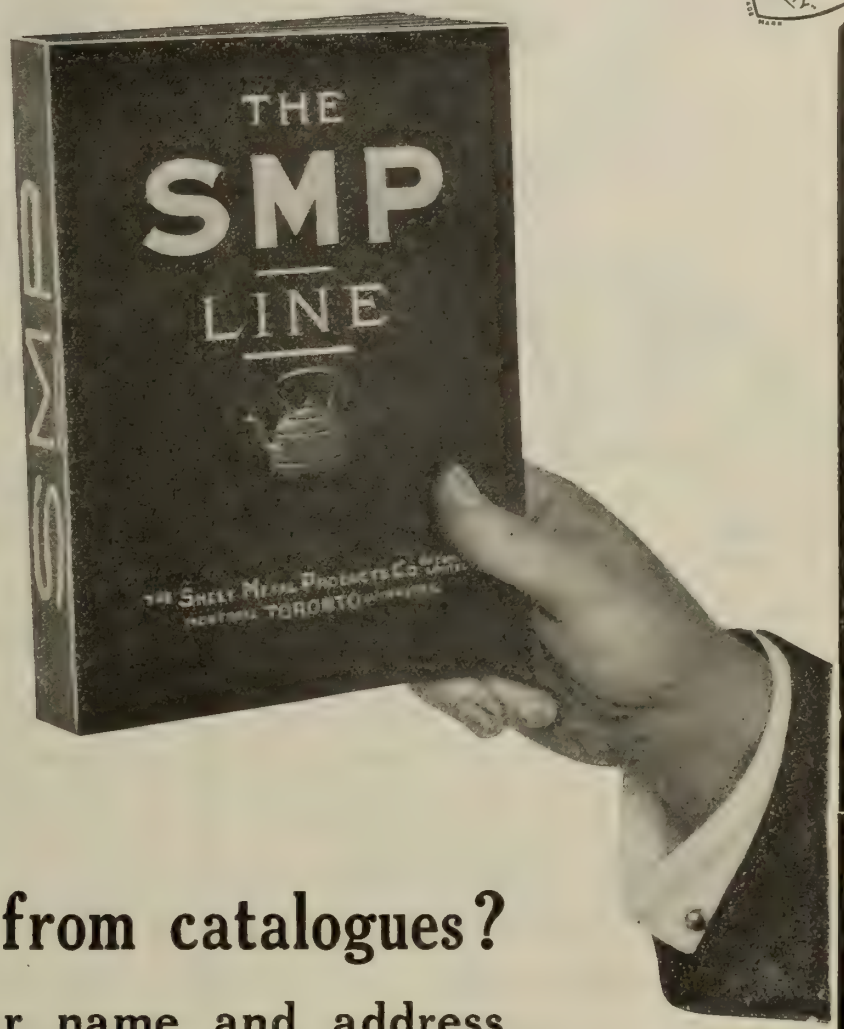

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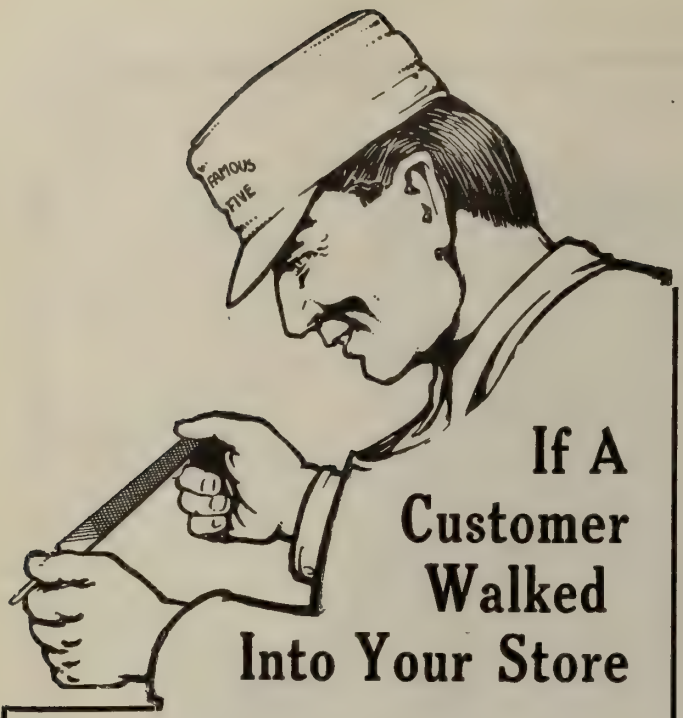

If A Customer Walked Into Your Store

and asked for a file, what would you give him?

Any one of the following five will ensure his future custom:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

They are Canada's favorites—controlling 90 per cent. of the demand.

Millions are used yearly, and the demand is increasing. Due, in a large measure to our educative advertising campaign—teaching your customers the economy of discarding a file when it has reached its "inefficient" point.

Remind your customers that after a certain point in the life of a file, time is wasted in its use, and the work suffers.

We're helping you. It only remains for you to stock the files with the big demand.

Nicholson File Company
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"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
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Your Orders for Christmas Goods

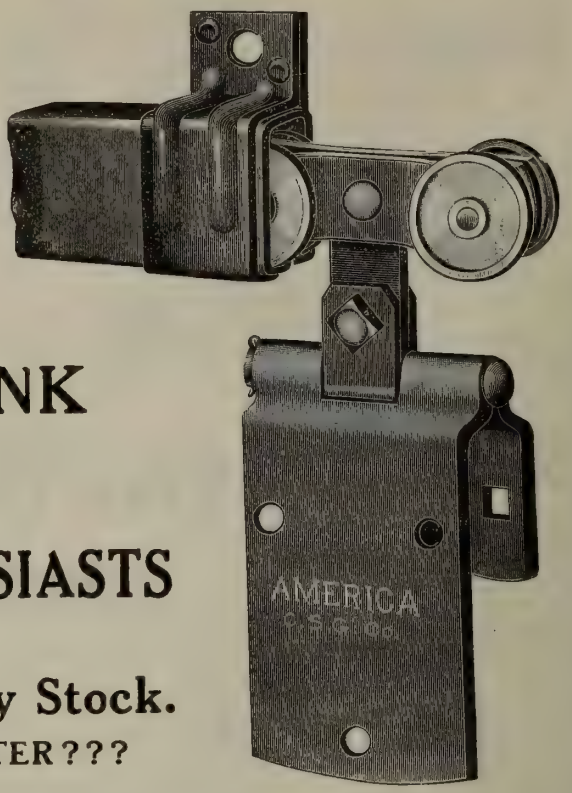
OF all the seasons of the year Christmas is the one when your orders must have

PROMPT SERVICE.

This is characteristic of our organization all the year round and you can send us your orders with every confidence that they will receive immediate attention.

H. S. HOWLAND, SONS & CO.
TORONTO LIMITED

Satisfied Customers



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Join the ever-growing ranks of

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The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

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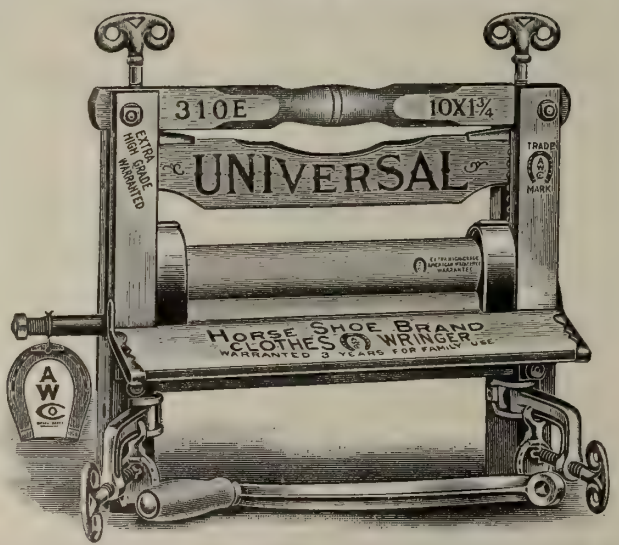

Plain Bearings
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Size of Rolls
10 x 1¾ inches
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BLACK and GALVANIZED STANDARD and EXTRA HEAVY

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Wire Nails
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Fencing and Gates
Wire Goods
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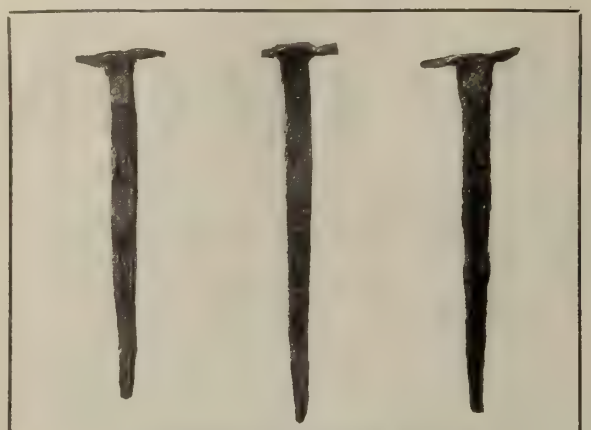
HALIFAX



Old-Fashioned Pure Iron Nails, After 228 Years' Service on the Wayside Inn at Sudbury, Mass. Analysis shows hardly more than traces of Sulphur, Manganese, Copper and Carbon.

Iron That Will Last

is just as practicable now as it was in the days of

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Purity, Evenness and Solidity

are the qualities of

Durable Iron, Old or New

ARMCO IRON
Resists Rust

because it is unequalled in these respects by any other material of which iron is the base.

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TRADE SIMMS SET IN RUBBER MARK

Mr. Hardware Dealer

are you tired of listening to the repeated complaints that the BRUSHES you carry

"SHED HAIR"
"ARE AS SOFT AS A RAG"
"SPREAD LIKE A PEACOCK'S TAIL"
"WORK LIKE A SPONGE"
"WON'T CARRY COLOR"
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"DON'T WEAR WELL"
"ARE POORLY CHISELLED"
"ARE AS COARSE AS A BROOM"
"STUMP TOO SOON"
"ARE NO GOOD"

If so you DO NOT carry

SIMMS BRUSHES

as they are free from the cause of all such complaints

Backed by 40 years' experience in brush making; built in the finest and most up-to-date plant used in the business by men specially skilled in the art of making GOOD BRUSHES and sold at a price no higher than the common kinds.

CAN YOU AFFORD to be without these BUSINESS BUILDING BRUSHES?

We are prepared to put before you the most complete line of brushes

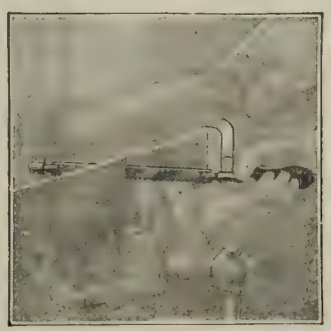
MADE IN CANADA

Write us for particulars

T. S. Simms & Co.
Limited

St. John (Fairville), N. B.

Hack Saws for Clean-Cut Work



YOU cannot expect a hack saw that is intended for work on cast-iron pipe to make a clean cut in sheet steel. For this reason the good workman who wants blades that are right for every job buys

Starrett Hack Saws

There is a Starrett blade of just the proper steel composition, number and set of teeth, shape, size and thickness for every kind and shape of metal. Starrett Hack Saws properly selected will do better work and last longer than any general-purpose hack saw. For most satisfactory results with hand frames order by this table:

No. 103 Saws in hand frames, to cut cast steel, cast iron, tool steel and all solid metals.

No. 103B Saws in hand frames, to cut cold-rolled stock and soft metals.

No. 102 Saws in hand frames, to cut sheet metal and tubing 16 to 18 gage.

No. 253 Saws in hand frames, to cut sheets and tubing thinner than 18 gage.

No. 112 Saws for heavy hand frame work and light power machines, on tool steels.

No. 115 Saws for cutting electrical conduit pipe, brass stock, light angle iron and channel iron.

No. 262 Saws for cutting angle iron, brass stock and general line of ornamental iron work.

No. 259 Saws for cutting iron pipe, light structural iron, channels, eyebeams, auto frames, etc.

If flexible back saws are preferred, use Nos. 250, 252 and 258 instead of Nos. 103, 102 and 253 respectively. Many other styles for machine cutting. We sell direct to dealers. Write for free catalog No. 20-MA prices and discounts

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THE L. S. STARRETT COMPANY, Athol, Mass.

"The World's Greatest Tool Makers"

New York London Chicago

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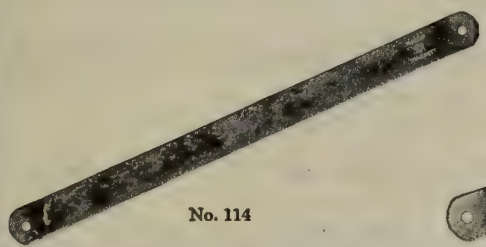
No. 250

No. 103

No. 249

No. 102



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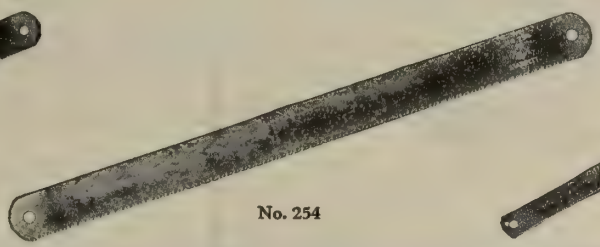
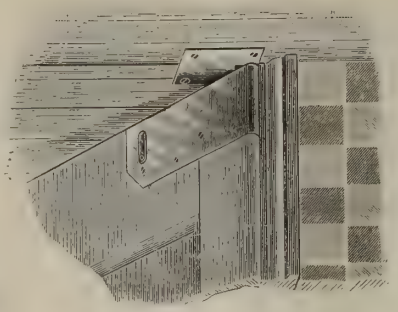


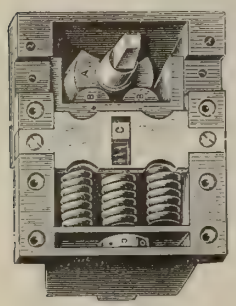
No. 254

No. 253

We make the QUALITY your trade expects to get.

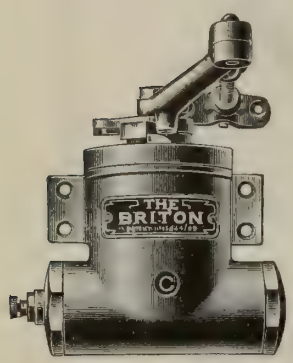


"Era" Shoe Door Spring



"Invincible" Floor Spring.

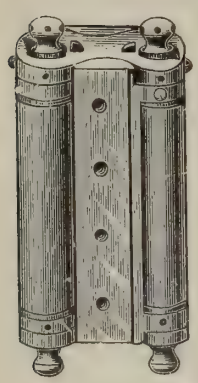
Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, Etc.



The "BRITON" Door Check and Spring.

Selling Newman's lines is an easy and very profitable proposition, and a safeguard to your interests.

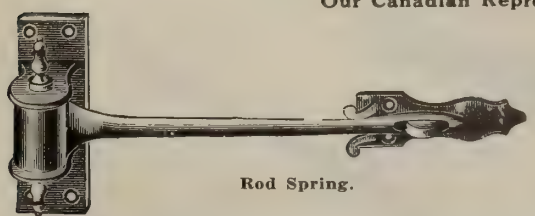
Why not write for price lists and full particulars now?



Regulating Spring Hinge.

Wm. Newman & Son,
Limited
Birmingham, Eng.

Send enquiries to
Frederic Sara & Company
326 Ninth Avenue West
Calgary, Alta.
Our Canadian Representatives.



Rod Spring.

How Much Grain Elevator Business Do You Get, Mr. Sheet Metal Man?

Fire insurance companies offer grain elevator owners reduced rates if they use non-inflammable materials for roofing and siding. As a result, sheet metal is rapidly replacing all other forms of roofing and siding for these buildings.

How much of this business are you getting?

No longer can a grain elevator owner object to sheet metal because of its short life. In fact, the life of a grain elevator will be increased by using

Rust-Resisting **Anti-Corrosive**

TONCAN METAL

Roofing and Siding

Toncan Metal will last longer than any other Sheet Metal made from iron ore. It is pure, uniform in structure and made by scientific methods. The cost is moderate.

Hundreds of sheet metal men are increasing their business by *recommending* Toncan Metal to grain elevator owners. *Why don't you?*

Write for the booklet "How to Estimate Roofing and Siding for Grain Elevators"

The Pedlar People, Limited

Oshawa, Ont.
CANADIAN DISTRIBUTERS

The Stark Rolling Mill Company
Canton, Ohio
Sole Makers

"Metallic" Building Materials

Get the name in your town as the right man for

Metallic Ceilings

Write us for samples for your window, and advertising matter for your counters. Have our catalogue and price list handy. There are good profits for you in Metallic Ceilings if you use "M.R.Co." goods. They fit right and lay quickly. Let us hear from you.

QUALITY FIRST
MADE IN CANADA

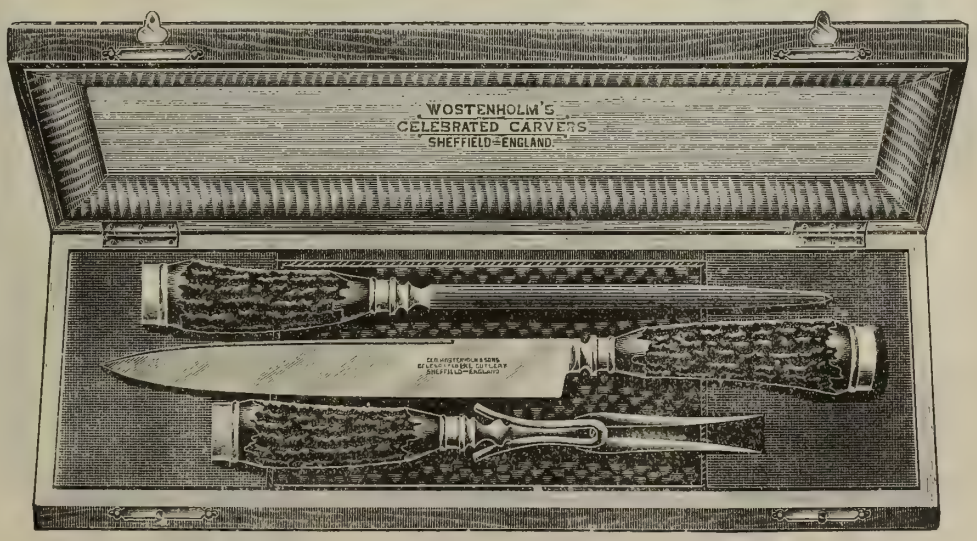
The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

CELEBRATED I·XL CARVERS

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Greatest Range of Selection

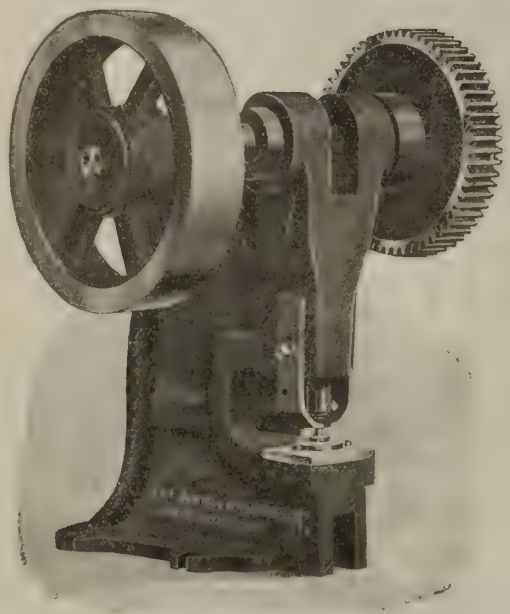


Finest Quality and Finish

Stocked by all leading Jobbers.

A. MACFARLANE & CO., Montreal, Canadian Representatives

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

The AutoStrop is a "different" Razor

So different from all others that it completely satisfies 99 men out of every 100 who use it.

Because it is "different"

We are willing to market it in a different way and we want all friendly dealers to co-operate.

To dealers everywhere:

"Lend an AutoStrop Safety Razor to any regular customer. Tell him to keep it for 30 days and then either return the Razor or pay you $5.00.

If you lose the Razor or fail to collect the $5.00 the AutoStrop Safety Razor Co. will send you FREE a new Safety Razor to make good your loss."

NO OTHER SAFETY RAZOR

has ever been backed up with such an offer.

WRITE TO US FOR FULL PARTICULARS.

We are putting the whole weight of our advertising behind this astounding proposition.

We thus go into partnership with every merchant who has enough capital to buy a few razors and enough energy to seek his own prospective customers.

The AutoStrop is "different"

When all men know the "difference"
There will be no rivalry
There will be only one Safety Razor

The "AutoStrop"

Address

AutoStrop Safety Razor Co., Limited

83-87 Duke Street, Toronto

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

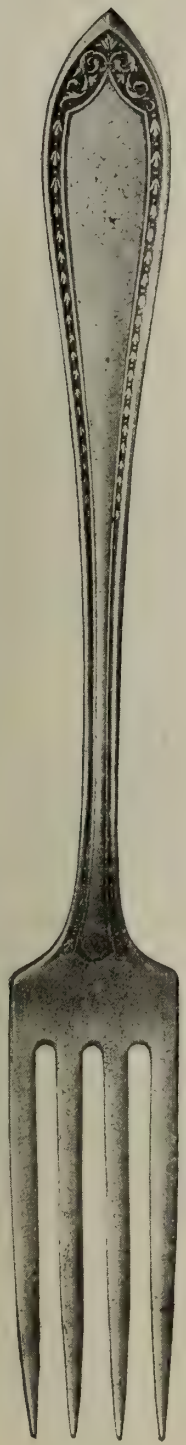
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



THE best and most acceptable gifts for the housewife are found in the hardware store. We have many of these gifts that are easily and quickly sold because they are universally known through extensive advertising.

COMMUNITY SILVER PLATED WARE

is plated so heavily with pure silver and is so re-inforced with silver at wearing points, that it will wear beyond one's fondest expectation. It's the line to sell, and to be proud of selling.

Classic Louis XVI Flower de Luce Sheraton Avalon

"Joan"

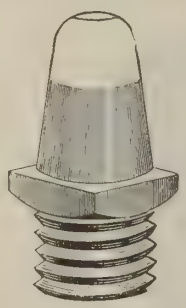
These cuts do not do justice to the beautiful die work on Community Silver Plated Ware. We have Wallace's "Joan" Silver Plated Ware as well as another neat, attractive design in Sectional Plate.

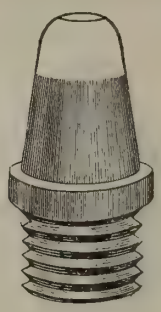
ELECTRIC IRONS, ELECTRIC TOASTERS, VACUUM CLEANERS, CARPET SWEEPERS, FOOD CHOPPERS make up only a few of many useful gifts we sell.

Look through the Cutlery Section of our Catalogue.

CAVERHILL, LEARMONT & CO.

MONTREAL





You Can Always Spot a Well-Shod Horse

Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
N. J.

W P
WARD

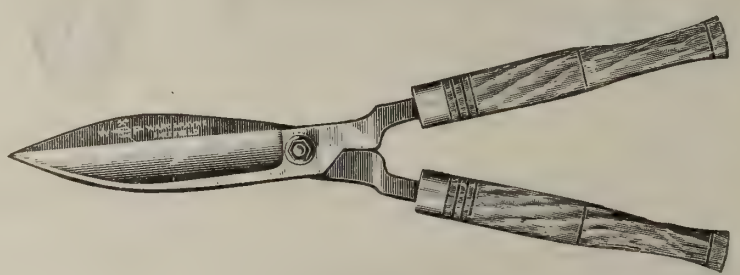
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

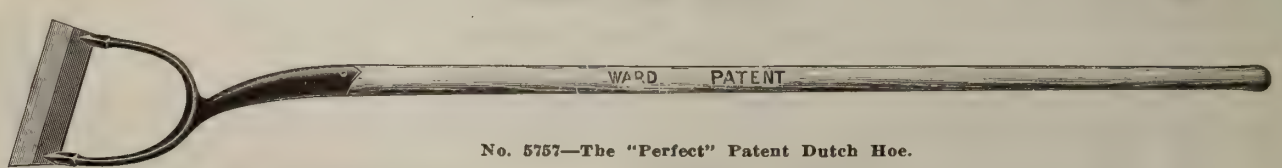
No. 5574—Weed Fork

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

The woman who acknowledges a gift of

COMMUNITY PLATE

needs *new* adjectives to express her delight.

ONEIDA COMMUNITY, LTD., ONEIDA, N. Y.

Presentable Lines for the Holiday Trade

"STERLING"

Nickel-Plated Tea and Coffee Pots

Made of heavy copper, heavily tin lined, high-grade finish, handsomely embossed.

Made in four sizes, 2, 3, 4 and 5 pints.

"CARPATHIAN"

Nickel-Silver Trays

Made round, oval and oblong, and in assorted designs

In all sizes from 12 to 18 inches.

These are very popular sellers at this season of the year. Mail orders given prompt attention.

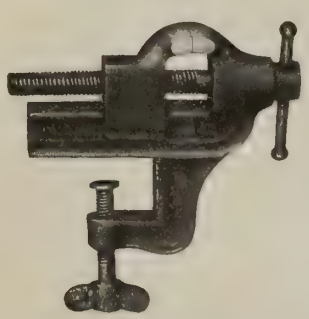
THE THOMAS DAVIDSON MFG. COMPANY, LIMITED

Toronto Montreal Winnipeg

National Adjustable Hacksaw Frame

These Frames are made of extra heavy stock, suitable for the purpose. Neatly finished and Nickel-Plated, making a strong, serviceable Frame. Other finishes made to order. Packed half-dozen in a box without Blades.

Takes Blades 8-in. to 12-in. Distance Bottom of Frame to Tooth Edge of Saw 3-in.



National Amateur and Household Vise

This vise is made to fill the requirement for a handy Household and Amateur Vise which can be easily fitted to any Table or Bench by means of the clamp.

Screw is made from ½-inch heavy Screw Stock. Material is Cast Iron of good grade throughout. Jaws are ground and 1½ inches wide, opening 2 inches. Shipped in Black Japanned finish, unless otherwise ordered.

What's "National" is quality through and through, and positively guaranteed.

Our catalog shows the complete line of NATIONAL MACHINISTS' AND WOODWORKERS' TOOLS. Illustrations are actual photographs of the goods. Write for a copy to-day.

National Machinery and Supply Co., Limited HAMILTON CANADA

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pay in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

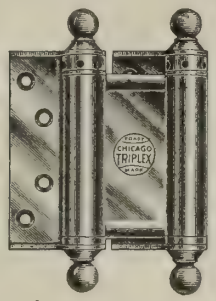
Write

The R. McDougall Company
Limited
GALT, CANADA

TRADE CHICAGO MARK

SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

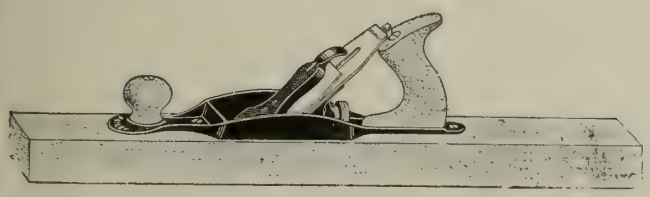
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO. MARK NEW YORK

Stanley Tools



Carpenters' Wood Planes
MADE IN CANADA

Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

No. 4821
Hand Lanterns

FRANCO HAND LANTERNS

OF late a few so-called hand lanterns, equipped with 1½ volt lamps, have appeared and the public was led to believe that any ordinary No. 6 cell would give a strong, steady light, and that it would give forty to fifty hours' steady service. Some claimed even as much as seventy-five hours. Our extensive tests proved only 10% of these claims. We have refrained from bringing out a similar lantern to burn on one No. 6 cell, knowing how useless it is for a practical purpose.

After extensive experimenting we have succeeded and have produced our new RADIO NITROGEN BATTERY, which will serve the purpose and give the desired results. The illustrated article used with our 1009 battery and our FRANCO lamps opens a new field in miniature lighting.

New Catalogue illustrating our complete line mailed on request.

Interstate Electric Novelty Co. of Canada, Ltd.
220 King Street West, TORONTO, ONTARIO

BANK OF MONTREAL

Annual General Meeting Held 6th December, 1915

The 98th Annual General Meeting of the Shareholders of the Bank of Montreal was held in the Board Room at the Bank's Headquarters.

On motion of Mr. R. B. Angus, Mr. H. V. Meredith was requested to take the chair.

Mr. C. J. Fleet, K.C., moved, and Mr. A. Piddington seconded, that the following gentlemen be appointed to act as Scrutineers:—Messrs. George R. Hooper and G. L. Ogilvie, and that Mr. O. R. Sharp be the Secretary of this meeting. This was carried unanimously.

The Chairman then called upon the Genera Manager, Sir Frederick Williams-Taylor, to read the annual report of the Directors to the Shareholders at their 98th Annual General Meeting, held Monday, December 6th, 1915.

THE ANNUAL REPORT

The Directors have pleasure in presenting the Report, showing the result of the Bank's business for the year ended 30th October, 1915:—

Balance of Profit and Loss Account, 31st October, 1914		$1,232,669.42
Profits for the year ended 30th October, 1915, after deducting charges of management, and making full provision for all bad and doubtful debts		2,108,631.06
		$3,341,300.48
Quarterly Dividend 2½%, paid 1st March, 1915	$ 400,000.00	
Quarterly Dividend 2½%, paid 1st June, 1915	400,000.00	
Bonus 1%, paid 1st June, 1915	160,000.00	
Quarterly Dividend 2½%, paid 1st Sept., 1915	400,000.00	
Quarterly Dividend 2½%, payable 1st Dec., 1915	400,000.00	
Bonus 1%, payable 1st Dec., 1915	160,000.00	
	$1,920,000.00	
War Tax on Bank Note Circulation to 30th October, 1915	127,347.53	
		2,047,347.53
Balance of Profit and Loss carried forward		$1,293,952.95

Since the last Annual Meeting a temporary Branch was opened at Valcartier Camp, P.Q., for the convenience of the troops during their stay in camp.

The following Branches have been closed:—

In Quebec—Valcartier Camp.

In British Columbia—West Summerland, Invermere, Alberni, Lumby.

The Directors have to record, with deep regret, the death of Mr. David Morrice, who had been a member of the Board since 1907.

All the offices of the Bank, including the Head Office, have been inspected during the year.

(Sgd.) H. V. MEREDITH,
President.

Bank of Montreal,
6th December, 1915.

THE PRESIDENT'S ADDRESS:

Mr. H. V. Meredith, in moving the adoption of the annual report, said:

The unprecedented conditions under which trade and commerce have been conducted during the past year remain unchanged, and are the cause of constant anxiety to those concerned with financial affairs.

It will be gratifying to you to learn that, after making liberal and, it is believed, adequate appropriation for known losses and doubtful debts and war taxes, the profits of the year have enabled the usual distribution to be made to shareholders and a surplus to be carried to credit of Profit and Loss Account. In view of the trying circumstances prevailing, the need of maintaining large reserves and the low rates of interest obtainable in the United States and until quite recently in England, I think you will agree with me that this result of our banking year is quite satisfactory.

Our widespread operations make us concerned with conditions in other countries. In Great Britain, normal conditions no longer prevail. Large numbers of men have been withdrawn from their customary occupation to enter the army, factories have been diverted to the production of war supplies, and a considerable shortage of labor exists. The result is that trade passes from British firms into the hands of neutrals, thus disturbing the balance of trade, but it is believed that in the early future this condition will right itself and the obligations abroad of Great Britain will be correspondingly reduced.

The financial situation has, of course, been affected by the disturbance of trade and large domestic borrowings by the Government, but it is gratifying to know that the strain arising from the war has been readily and easily borne.

Business in the United States has greatly improved during the year. War orders account for much of this improvement, while large grain crops, following a period of liquidation, have stimulated trade. Deposits in the banks of that country are enormous, and the United States, for the time being, has become the great creditor nation.

TRADE WELL MAINTAINED

All things considered, the trade of Canada has been well maintained, both as to volume and character. For some time before the outbreak of war, a restraining hand was placed on speculative ventures, which, in an era of prosperity, had run to dangerous excess, and we were, as a consequence, fairly well prepared to face the closing of the London money markets to flotations of all kinds. A temporary dislocation in many branches of trade followed. Reorganizations in some cases were, and may yet be found necessary to adjust capitalization to earning power, the only logical course to be pursued when such conditions have to be dealt with. As the year progressed, the effect of the war on the trade of Canada proved less injurious than was expected. In fact, business conditions distinctly improved.

Natural resources continue to be developed and their product to find a ready and profitable sale, while many branches of manufacture have been employed to capacity in turning out munitions of war, the money value of which runs into scores of millions. The resulting employment of labor has been of almost incalculable advantage.

HARVEST AN ENCOURAGING FEATURE

The most encouraging feature of the year, however, from a trade and finance standpoint, has been the bountiful harvest of the Northwest, where a greatly increased area under cultivation has given the highest average yield in the history of the country. It is estimated that the grain crop of Manitoba, Saskatchewan and Alberta has a market value to the producers of approximately four hundred million dollars, in the use of which we may anticipate not only the liquidation of much indebtedness, but the stimulation of current trade.

These truly remarkable results will, I think, have the effect of attracting the tide of emigration to our shores when the world is again at peace.

In the older Provinces, the harvest has been rather better than the average.

Farming, the backbone of the country, is prosperous.

There is a greater demand for the products of the mines, at higher prices.

From the Atlantic to the Pacific, good fisheries are reported, also at enhanced prices.

The lumber business generally throughout Canada, though suffering from inability to obtain tonnage to market the cut, shows some improvement.

The Textile and allied industries are at the moment well employed, while the Steel Companies and those engaged in the manufacture of war are fully occupied.

In the wholesale trade, stocks of merchandise had become depleted, and necessary replenishing and better demand have stimulated business.

The financial position of the Dominion Government has been recently so clearly defined by the Minister of Finance that I refer to it now only to state that the country has been fortunate to have come through a period of general financial upheaval with its needs fully provided for and with the strength and soundness of its credit unimpaired.

FAVORABLE TRADE BALANCE

The restoration of a favorable balance in our foreign trade is a factor of supreme importance at the present time, as it enables us to conserve our gold supplies and to curtail our borrowings abroad to some extent. As you are aware, the balance of foreign trade against Canada had been quite large for several years past, due principally to the ease with which we were able to borrow in the London market. Now that this avenue is closed, we have been compelled to curtail imports and increase exports in order to meet interest obligations and maintain our credit. How successfully we are meeting the situation a few figures will show: In the seven months ending October 31st, 1913, the value of exports of Canadian products was $245,550,000, and in the same period of 1914 was $226,757,000; while this year in these seven months we have exported Canadian products of the value of $326,430,000, or $100,000,000 more than last year, and the great crop surplus has still to go forward.

Comparing the foreign trade of Canada for the seven-months period ending with October, imports have declined from $390,544,000 in 1913 to $253,107,000 in 1915, while exports of domestic products, as I have said, have risen from $245,550,000 to $326,430,000; an adverse balance of $145,000,000 being converted into a favorable balance of $73,323,000, or a betterment in respect of foreign trade of no less than $218,000,000 within the short space of two years.

War contracts, of course, have contributed substantially to this expansion, the value of manufactures exported having risen from $39,000,000 in the first seven months of the last fiscal year to $84,000,000 in the same period of the present year, and, as in the case of cereals, this export trade is on an ascending scale.

CANADA'S POSITION FAVORABLE

The position of Canada is a highly favored one, with an assured future of growth, development and general prosperity. At present, however, we live in the shadow of the great war, to which all else must be subservient. What its duration will be, and the position in which its termination will find us, can be matter of the merest conjecture. The vast armies now engaged in the struggle cannot be kept in the field indefinitely. The financial factor is daily assuming increased importance, and in this respect the advantage is unquestionably with Great Britain and her Allies.

After the war, a readjustment of trade conditions is to be expected. The flood of wealth which has attended the export of munitions and war supplies must of necessity be largely curtailed, and a new set of problems will have to be faced. As I have said on former occasions when I have had the pleasure of addressing you, if economy be exercised to meet the increased burden of taxation, of which we must bear our share, and the production of exportable articles increased to the utmost extent, to protect our gold supply and minimize our borrowings, and if we keep strong in working capital, then no matter what difficulties the future may have in store for us, we can look forward to them with a degree of complacency. Our agricultural resources and undeveloped wealth will enable us to bear the strain which may be imposed upon us, and we shall, in the end, come safely

through the period of economic upheaval and world-wide conflict—with a larger debt, it is true, but with our ability to meet it unquestioned and our economic position not seriously impaired.

In the meantime, our duty as Canadians, is to watch closely the current of events, to be prepared for emergencies and to take advantage of propitious circumstances as they arise.

I cannot properly close these remarks without some reference to 400 odd gallant young men of the staff of the Bank who have joined the Colors and gone to the front to fight the Empire's battles. Of these, the names of 16 have been added to the Roll of Honor, having been killed in action.

Their courage and patriotism, their deeds of valor and their glorious end will be inscribed in the Bank's archives, and to the families and relations we give expression of our profound admiration of their devotion to country and Empire and tender our sincere sympathy in their loss.

Mr. R. B. Angus seconded the motion for the adoption of the report, which was carried unanimously.

GENERAL MANAGER'S ADDRESS

Sir Frederick Williams-Taylor, the General Manager of the Bank, in reviewing the Bank's statement, said:

Gentlemen, the balance sheet, which it is my privilege and duty to present to you to-day, reflects the result of twelve months of business conducted under conditions such as this country and its banks have never before been called upon to face.

In previous years we have experienced the effects of outside panics and crises, many of them of an injurious and even alarming nature, but as a rule the danger was brief, and the damage quickly repaired.

The year under review differs, in that there have been no such financial crises, but what has been more difficult to surmount, a continuous period of anxiety with problems not only varying in character, but differing from any in our former experience.

You will undoubtedly feel gratified that your Bank has come through the unsettled conditions referred to without loss of strength, and is enjoying increased prestige.

As for the future, the daily difficulties will be grappled with as they arise, and we gauge, to the best of our ability, the somewhat obscured trend of coming events.

As the President has reviewed in general the trade and financial conditions in Canada and at the chief financial centres abroad, my duties are confined to a short account of the working of the Bank, an explanation of the more important features of the accounts submitted to you to-day, with some detailed references to the points arising therefrom, and to local conditions in our Provinces.

As you are well aware, this Bank long ago ceased to be merely a domestic financial institution, and therefore it is necessary, in presenting to you the annals of the business, to touch upon conditions affecting us in London and in New York, where we carry such a material portion of our primary and secondary reserves.

GENERAL MANAGER'S SUPPLEMENTAL REPORT ON PROVINCIAL CONDITIONS

ONTARIO

A year ago conditions in Ontario were the reverse of satisfactory. With business already severely restricted and further dislocated as a result of the war, with many factories closed and others running with reduced pay rolls and shortened hours, and with collections slow, manufacturers, wholesalers and retailers looked for hard times. The lumber trade was dull, building at a standstill, and lower prices for real estate were deemed inevitable. The problem of the unemployed was an added concern for the approaching winter.

Presently, however, Government orders for the manufacture of war munitions increased rapidly and many woollen mills, tanneries and machine shops were soon working to capacity. With prospects of a large crop and with increasing Government expenditure for war munitions, misgivings began to disappear. The farmers, the least affected, had placed under cultivation a larger acreage than ever before, and, as a result, a splendid crop, perhaps the best in the history of the province, has been harvested. Prices have been good. Economy is still being practised in keeping with new conditions. Wholesalers and retailers report smaller turnovers, with collections slow.

The lumber trade has been quiet. Stocks are heavy for this time of year, and the local demand light. The American trade has been moderate, but a marked revival is promised. It is expected that the cut this season will be much reduced.

The mines are now active, though the total production is less than last year. The output of silver will doubtless increase in consequence of the rapid rise in price. The value of gold mined has increased by 50 per cent. The nickel and copper mines have been greatly stimulated by the demand created by the war.

Municipal expenditure has been in keeping with the general spirit of economy. No new railway construction of importance has been attempted, nor any large power scheme undertaken.

The value of first-class city property and good farm lands is maintained, holders being unwilling to make sacrifices. Building in Toronto is reported to show progress, and the labor situation has greatly improved.

Confidence, which was lacking a year ago, now seems to be restored.

PROVINCE OF QUEBEC

With improved agricultural markets, and crops above the average, the rural sections of the Province are in a satisfactory condition.

The high freight rates and scarcity of tonnage for shipments to Great Britain, together with a limited demand, until recently, from the United States, have resulted in a somewhat unsatisfactory year for the lumber trade. Large stocks of lumber are being wintered, and forest operations for the coming season will, as a rule, be curtailed. Scarcity of tonnage for shipment of paper to England has increased the export of that important commodity to the United States, although the price of news print there has not maintained the level to which it rose during the early days of the war.

Wholesale and retail business is reasonably good, but the commercial agencies report failures above the average.

General manufacturing conditions, especially in Montreal, have steadily improved throughout the year. The Textile Companies report business as being quite good and the manufacture of munitions of war has brought activity and profit to certain important industries.

There has been little movement in real estate. The high prices at which properties are still held in the chief centres are not an accurate guide to realizable values.

MARITIME PROVINCES

General conditions are reasonably satisfactory through our Maritime Provinces. The crops, excepting apples, have been bountiful, with good prices.

Fishermen have had a successful season with a larger catch than last year and high prices.

Lumbermen on the whole have not had a good year. Last season's cut was above the average, but a dull American market, combined with scarcity of tonnage and high freight rates to England, caused a falling off in sales. Large stocks of lumber are being carried into the winter and in consequence the coming season's operations probably will be curtailed. Within the last few weeks, however, there has been a marked revival in the American demand.

The output of the coal mines will be greater than last year, due in large measure to the requirements of the steel plants, the business of which has been largely increased by war orders.

Wholesale and retail trade is reported as in a healthy condition.

NORTHWEST PROVINCES

The Northwest has recovered to a marked extent from the economic dislocation of a year ago.

The season's wheat and other cereal crops have exceeded all previous records in quantity and quality, and despite the enormous yield, prices have been uncommonly well maintained.

It would be difficult to exaggerate the importance of these results to the Prairie Provinces—and the Dominion at large.

Live stock, which was decreased somewhat last year when feed was scarce, is again being increased, and the prosperity of those engaged in mixed farming and in ranching is most encouraging.

Packing plants are finding business satisfactory. The combined capacity of the plants in the Northwest is about 15,000 hogs daily.

The flour mills in Manitoba, Saskatchewan and Alberta are busy and are doing well. Their combined daily capacity is about 27,000 barrels.

With important exceptions, coal mining, which is largely confined to the Province of Alberta, has not been profitable during the past year.

Oil prospects have been disappointing.

Real estate is quiet—speculation has ceased.

Public and private expenditures in the Northwest have been comparatively small in the year.

The expenditures of the Provinces and the Municipalities were reduced to a minimum. There has been some expenditure by Railways on new construction, principally in Southern and Northern Alberta, in both cases serving good, arable lands. Work on the Hudson's Bay Railway has been continued.

A considerable amount has been spent by the Dominion Government in the erection of large interior storage elevators.

The large advances of the Dominion Government to farmers in certain districts, principally in the form of seed, were made very opportunely and have been amply justified by the very large crop yield in those districts.

Business in many important lines is good and should continue to improve as returns from grain yet to be marketed are received.

The general business outlook has been transformed by the large crop.

BRITISH COLUMBIA

Following the outbreak of war, British Columbia was seriously affected by the stoppage of expenditure on railway construction and extension, and in the outlay upon public works, also by the cessation of inflow of capital to develop the lumber, mining and other resources of the Province. Speculation in real estate had risen to a height where prices were quite beyond reasonable productive values. Business has now been forced by adversity to a sounder basis and shows signs of recovery. There has been a very general tendency toward economy and retrenchment with beneficial result.

During the past year mining of all classes has revived, bringing increased employment and a growth of orders for equipment and supplies. The establishment of a refinery would be of great benefit to the country. In agriculture good crops are reported, and, although prices are disappointing, it is satisfactory that the Province is gradually getting into the position of feeding itself. The fruit crop is excellent and is being marketed under better conditions than formerly and at better prices.

The salmon catch exceeded expectations for an off year, and demand and prices have been satisfactory. The halibut catch has been satisfactory also and marketed under favorable conditions. The lumber trade is in a better position than when under review a year ago, largely in consequence of improved demand from the Prairie Provinces, but still suffers through lack of shipping for the export trade, which trade could be greatly increased with adequate facilities.

The population has temporarily fallen off through enlistment and lack of employment in building trades and railway construction.

With return to more settled conditions, there is bound to be an influx of new people and some resumption of the flow of capital to develop the great natural resources of this Province.

NEWFOUNDLAND

This year's catch of cod, the great staple product of Newfoundland, will be equal to that of last season, while the prices being realized are exceptionally high. In consequence trade, wholesale and retail, is good, and general business conditions throughout the country may be considered satisfactory.

The sealing voyages of last spring were the most unprofitable on record. On account of the very high freight rates offering, it is probable some of the best iron ships will be withdrawn from seal fishing for service elsewhere; therefore the prospects for next spring's sealing are poor.

The pulp and paper business has been disappointing. Markets for ground wood pulp were poor, freights high, and tonnage scarce. Large quantities will be carried over this winter by the mills. The adverse sterling exchange has largely militated against profits, as exports of this product are mainly to Great Britain.

General conditions, however, are largely governed by the cod fisheries, and the excellent returns from them are enabling the Colony to weather the universal storm with a fair measure of comfort and confidence.

MEXICO

The business of our office is practically at a standstill, and our very limited operations are being performed under extraordinarily trying conditions.

ELECTION OF DIRECTORS

The ballot for the appointment of auditors and the election of directors for the ensuing year was then proceeded with, and the scrutineers appointed for the purpose reported that Messrs. George Hyde, C.A.; J. Maxtone Graham, C.A., and James Hutchison, C.A., were duly appointed auditors, and the following gentlemen duly elected directors: D. Forbes Angus, R. B. Angus, A. Baumgarten, H. R. Drummond, C. B. Gordon, E. B. Greenshields, C. R. Hosmer, Sir William Macdonald, Hon. Robt. Mackay, Wm. McMaster, H. V. Meredith, Sir Thomas Shaughnessy, K.C.V.O.

The meeting then terminated.

At a subsequent meeting of the directors Mr. H. V. Meredith was re-elected president.

If You SHOW This Drill You'll SELL It

The passer-by, whether layman or mechanic, is attracted by the compactness and neatness of this tool. He comes in to inquire. Your salesman tells its many good features. A sale is made. This same customer may buy other tools, so your magnet has doubly earned its cost. Every user is satisfied and satisfied customers are permanent customers.

MILLERS FALLS TOOLS

MILLERS FALLS
BENCH DRILL PRESS No.208

A high-grade, quality tool at a moderate price. Frame and large gear painted gray with red trimmings. Hand feed, operated by raising the table with a ratchet lever.

Ball thrust bearing—pinion of steel.

Chuck of Star pattern holding round shanks from 0 to ¼ in. and jaws operated by springs that are protected from injury. Height over all 18 inches. Maximum distance from chuck to table 4 1-2 inches.

Speed of gears 3 1-2 to 1 Weight 7 1-2 lbs.

If you haven't our catalogue send for one—also other literature and Millers Falls Book "How to Sell Tools."

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS. N. Y. OFFICE, 28 WARREN ST.

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Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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Original Patentees and Manufacturers of

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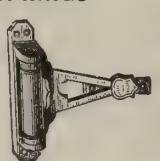
DOUBLE ACTION

5753 IRON	
3 in.	4/9
4 "	7/-
5 "	9/6

5754 BRASS	
3 in.	7/6
4 "	10/6
5 "	14/6

per pair.

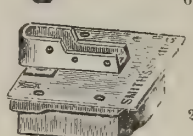


5355 IRON	
4 in.	28/-
5 "	39/-
6 "	48/-

5356 BRASS	
4 in.	48/-
5 "	66/-
6 "	78/-

per dozen.

2401
With 2 in. Shoe, 21/- each.



2860
With 2 in. Shoe, 28/6 each

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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

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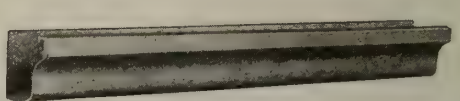

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Eavestrough and Conductor Pipe

Troughs made in Half Round, Ogee, Quarter Circle, or Slip Joint Styles. **Pipes** in Plain Round, Corrugated Round or Square Shapes.

Furnished in galvanized steel or anti-corrosive

"TONCAN"

There is a complete line of accessories for the above in stock at all times.

Ask us to send you Circular No. 1015 H.M., which fully describes Pedlar's Eavestrough, Conductor Pipe and Accessories.

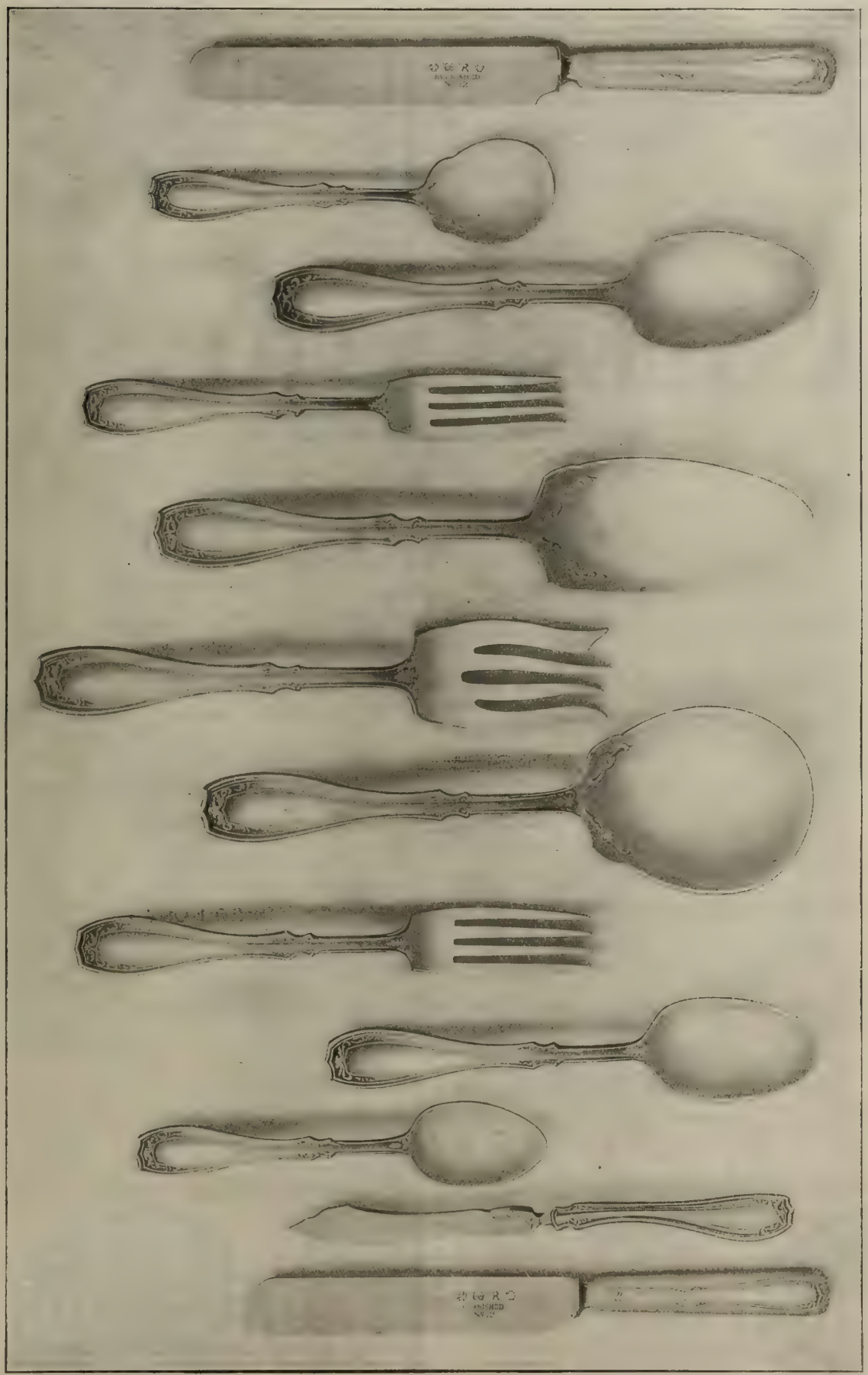
Address Branch Nearest You

The PEDLAR PEOPLE, Limited

Offices and Factories, OSHAWA, CANADA

Branch Warehouses 4-U

Montreal Ottawa Toronto London Winnipeg



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Prices quoted on application.

CANADIAN WM. A. ROGERS LIMITED Manufacturers of Silverware of all kinds and suitable for all markets.

FACTORIES and SALESROOMS, West King St., TORONTO

Winnipeg Branch, Hammond Building, Albert St.

28 "Service" Branches throughout Canada

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

A SUGGESTION
For 1916

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They don't take up much space and they pay a liberal margin of profit?

Write our nearest branch for prices and particulars.

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 11, 1915. No. 50

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Sell to Every Barn Owner In Your Community

"Cannon Ball" Barn Door Hangers

The name tells the story. The hired man can slam the door—if equipped with "Cannon Balls" it will go into place **like a shot,** but noiselessly and smoothly.

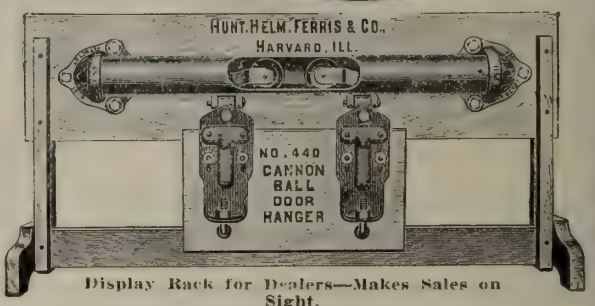
No jumping off the track with "Cannon Balls." No birds' nests clogging action. No operative troubles caused by weather, water or wear. Daily reliable service for years. Satisfied customers made by all sales of "Cannon Balls"—and **sizeable profits, real money you can count up big.**

No. 440—With Lateral and Vertical Adjustments

Noiseless, tandem, flexible, frictionless. Long roller-bearings. Steel truss frames. Special steel wheels, wide tread, enclosed track. Instantly adjustable, laterally or vertically. Door can be raised or lowered, set away from or brought near to building, as desired. Water and bird-proof.

EASY TO STOCK.

"Cannon Ball" Track comes in 3-foot sections, 32 pieces to the crate. It is a simple matter to stock 96 feet under the counter, where it is out of the way. So supplied, you can give your customer **immediate delivery**—just as much track as he needs.

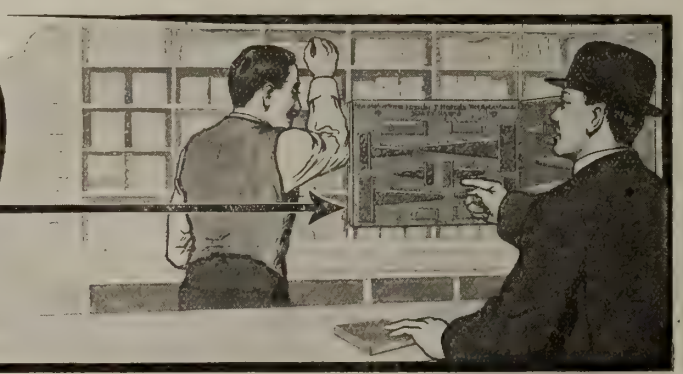


Display Rack for Dealers—Makes Sales on Sight.

THE STAR LINE GOODS

MACKENZIE BROS., Ltd., Wholesale Hardware Specialties
WINNIPEG, MANITOBA

The Best Way to Sell the Best Hinges



Stanley's Hinges in Boxes and Stanley's Hinge Display Cards

A complete system which simplifies the selling of Stanley's Strap and T-Hinges, saving the time of both customer and clerk, and greatly reducing the selling cost, thereby increasing the profits.

The Display Cards will cost you nothing; write for full information to Department "R."

Stanley Products have received Highest Award — Medal of Honor—at the Panama-Pacific Exposition. Our first Medal of Honor was received in 1855.

Ask for supply of circulars with your imprint to include with your letters

MADE BY THE

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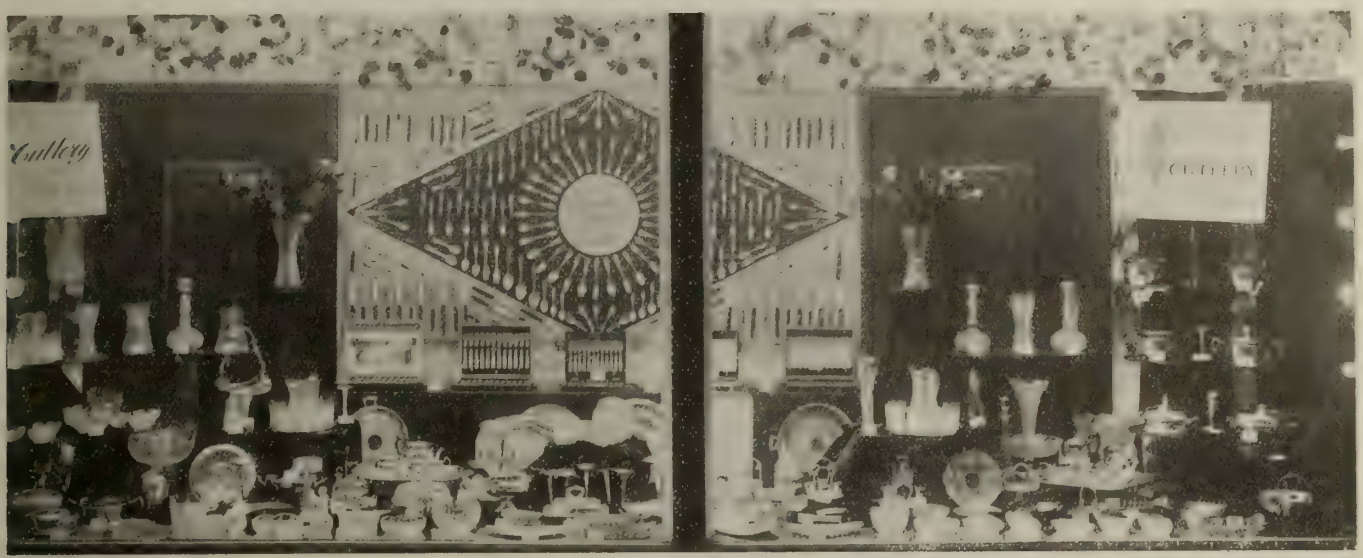


Ideas for Christmas displays are furnished in the above reproduction of a display arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg. The details are given in the accompanying article.

Ideas for Christmas Window Trims

Christmas Window Trims Should Attract the Christmas Shoppers and Hold Their Attention—Two Displays That Furnish Ideas for Attractive and Practical Trims of Christmas Goods

WINDOW displays and newspapers play a prominent part in the Christmas sales campaign of the J. H. Ashdown Hardware Co., Winnipeg, Man., and Calgary, Alta. The same applies to the two retail hardware stores of the Mills Hardware Co., Hamilton, Ont.

These firms, like many others in the hardware business in Canada, secure an exceedingly large portion of the Christmas trade. Both firms use show windows and printers' ink to a very considerable extent in letting the public know of the many practical and attractive articles found in modern hardware stores.

Accompanying this article are two exceptionally attractive and well-balanced window trims which appeared in the Mills and Ashdown stores. By closely examining these displays the window trimmer will be able to grasp a number of excellent ideas that could be worked into the Christmas window displays which will be prepared during the next two weeks.

The Ashdown Window

The display of cut glass, cutlery, etc., shown in the Ashdown window display will give the reader an idea of how a very simple, yet attractive and dignified display can be made. Only a portion of the background has been used for displaying goods. The lines chiefly featured are tea and dessert spoons, dessert and table knives and forks, etc.

A number of neat pedestals have been used to display articles of cut glass, casseroles, bake dishes, etc.

The floor of the window has been used for displaying cut glass dishes, tea services, bread trays, toast racks, sandwich trays, and many other gift suggestions.

The Mill's Window

The illustration of the Mills Hardware Co. display shows a window that was entered in Hardware and Metal's annual Christmas window display contest last year. This display secured fourth prize for places over five thousand. There are many commendable features worthy of note in this display.

There is a great variety of goods shown, and yet there is no evidence of overcrowding. The front section of the floor of the window was used to show various lines of pocket cutlery, shaving sets, safety and plain razors, razor strops, shaving brushes, soap, etc. Each article is accompanied by a neat price ticket, showing the price in plain figures.

Other articles such as casseroles, bake dishes, butter dishes, etc., are shown on small display stands arranged in step formation.

On the pyramid in the centre of the window there is a very attractive arrangement of good selling Christmas lines, including fruit spoons, tea and dessert spoons, etc., in lined cases. Among other articles on this stand are butter dishes, sandwich trays, fern dishes, cold meat forks, butter knives, crumb trays, and other lines.

The background of the display is very attractive and effective. Table cutlery,

mostly silver plated ware, has been arranged in attractive designs surrounding the three exceptionally neat greeting cards, shown on the window background.

Holly leaves, tinsel bordering, and other decorative effects have been used to give the display a seasonable appearance.

The wall background has been used to show a neatly arranged display of skates, pucks, straps, etc. The figure of the skater, on a poster in the centre of the display, is very appropriate for a skate display.

An attractive window card bearing the following, "Skates make a fine Christmas present," occupies a conspicuous position in the display.

The display is one that attracted hundreds of people and held their attention. This can be accounted for, to some extent, by the fact that every article in the window bore a price ticket. The range of goods shown, provided presents for all classes of people—from a ten-cent hockey puck for the small boy, to the $19 case of cutlery for the person who wished to give an elaborate, yet practical gift.

The gifts for men included shaving brushes, razors, hones, strops, pocket knives, skates, boots, etc.

There are two excellent show windows in the King street store of the Mills Hardware Co. At the time the display reproduced here was in one window, a very handsome display of tools, etc., appeared in the other window.

The Christmas selling season calls for attractive window displays with sales-creating power. Every good window trimmer is at this season of the year looking for ideas that will help him in making Christmas displays that will be better in every way than those made in past years.

In the average hardware store the show window is one of the best sales-creating mediums at the command of the retailer, and worthy at all times of particular care and attention.

Extra Attention at Christmas

It must be admitted, however, that extra care, and time, is devoted to the show window during the two weeks preceding Christmas.

During the past few weeks Hardware and Metal has reproduced a number of exceptionally attractive window displays.

The present, is the best gift selling season of the year, and the window should be made to work overtime. Of course, it is not possible for some of the smaller firms located in small towns to prepare displays as elaborate as those shown in the accompanying illustrations, but nevertheless many of the ideas can be followed out on a smaller scale.

There is another feature of Christmas retailing that should not be overlooked,

There are many exceptionally interesting display methods to be found in the above window display. Window trimmers, by studying the illustration and referring to the details given in the accompanying article, can secure many ideas which could be worked into a Christmas window. The display was arranged by Fred J. Mills, for the Mills Hardware Co., Hamilton, Ont.

and that is that hundreds of persons are looking for gifts such as carpet sweepers, food choppers, electric irons, sets of kitchenware, and many other household articles found in hardware stores. There is a surprisingly large number of such lines in a hardware store and they can be sold in large numbers if only properly displayed, and pushed.

Sales Through Window Displays

A display manager in a large store, when discussing the development of window trimming some time ago, told of the wonderful opportunities which exist for making sales through the show window.

He also referred to the fact that there is a big demand for competent window trimmers.

"None of us," said the display manager, "should cry about the lack of opportunities; there is a chance for all of us, as the field of window trimming is unlimited and grows greater every day. New ideas are springing up all the time for us to take advantage of and work out in the show window. It is this condition which makes the window trimming profession so interesting, as every day's work is different, and we are continually working along lines to bring out something new to make our windows the most attractive in the city.

"Lest we should forget, the show window should not only fulfil its mission, which is to attract attention and arouse admiration, but should, from the taste of the display man in his selection, handling, grouping and harmony of selling, be thus made to act as a magnet to cause the desire to purchase and be the great silent salesman of the store, the one who is always on the job twenty-four hours a day.

"Merchandise may be well bought, rightly priced and well advertised, but the real "punch" and that which puts "pep" to the business and causes a credit on the right side of the ledger is the display. The display, if properly planned and executed, strikes home and causes the exchange of merchandise for real money."

"Many times we hear the question asked, "Where can I get new ideas for proper settings in my windows?" Ideas are everywhere, and right now there is a wealth of ideas to be found in magazines, trade papers, post cards, moving picture shows, bill boards, etc."

Leading trade papers show in almost every issue one or more up-to-date window displays.

Successful window trimmers watch the trade papers closely and make a thorough study of all the window displays shown.

The writer knows of one very successful window trimmer who keeps a scrap book of window displays which he has clipped from reproductions shown in his favorite trade paper. This man has won a great many prizes in window display contests.

Whenever he wants ideas for new trims, and he is always looking out for them, he looks through the scrap book. It is a regular reference library on window displays.

Some window trimmers have greater opportunities than others for displaying

(Continued on page 37.)

Cardwriting Made Easy

by R.T.D. Edwards

TWELFTH OF A SERIES

TWO show card suggestions shown in this article, are particularly suitable for many of the Christmas window displays that will appear during the next two weeks.

Last minute shoppers will be quite numerous this year, as in past years. In order to secure their trade every effort should be put forth to trim attractive windows, and interior displays that will draw the customer who is shopping in haste.

A description telling how each card is made, is given in the underline below the card.

The accompanying chart and description, explains the style of lettering used in preparing the show card suggestions. The new feature in this lesson is the heavy brush width spurs. They require a great deal more care than did the spur making in the brush stroke Roman lettering.

THE CHART

THE chart shows an alphabet and numerals of bold-faced Egyptian. This sort of type is exceptionally adapted for use on sale cards where a quick-reading type is desired. This class of letter is somewhat the same as that illustrated in lesson No. 5, with the exception that it has the heavy brush width spurs. These letters and numerals are entirely of brush stroke formation, which means that each line was made with one stroke of the brush. The size of the brush to use is determined by the size of card employed and the size of letter required. For instance, if you desire about a two- or three-inch letter on a half-sheet card, a No. 8 red sable will be required. On smaller work use a No. 6 brush.

As in previous work, it is absolutely necessary to keep the brush flat and chisel pointed. All the ends of the hair must be even.

A is a six-stroke letter. This letter should be evenly balanced on both sides of the dotted line shown to represent the centre.

B.—A continuation of the two strokes, 2 and 4, form B's spurs. Note that the upper loop is smaller than the lower.

C is a three-stroke letter and needs a great deal of practice. Care must be taken to get the spur at the right angle.

D.—The spurs on the "D" are made in the same manner as explained on the "B".

E.—This letter is of straight line formation. The main thing is not to allow the spur (stroke 5) to extend to the right quite as far as that of stroke 6.

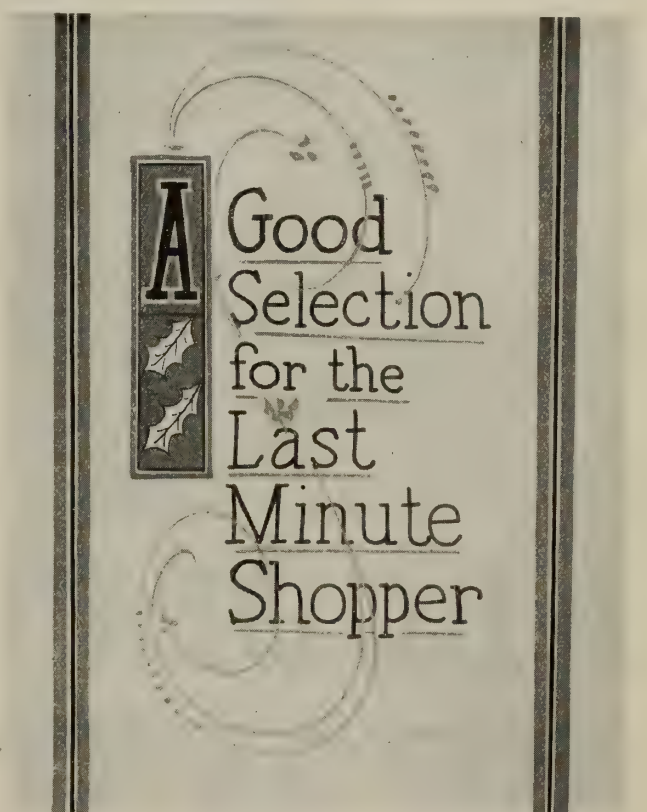
F is similar to E, with the exception of the lower line.

G.—Stroke 3 of G, as you will notice, does not extend out as far as stroke 4. This letter takes a great deal of faithful practice to get it balanced properly.

H.—The cross-bar of this letter is nearer the top than the bottom of the letter. Little points like this make hand work look different from type.

I.—Care must be taken to have all upright letters at right angles with the guide lines.

J.—The curved part and lower spur of this letter are strokes with which you must take particular care. This part of the letter is difficult for the beginner to make gracefully and needs much practice.



The above is a suggestion for a card to be used in a show window during the week preceding Christmas. The lettering is of black with the exception of the initial letter "A," which is red with a green background and a white outline. The side rules are black and pale green. The scroll work, and underlining are pale green. Many other color combinations could be used in preparing a card similar to the above. The style of lettering used in making this card is described in the accompanying article.

K.—Note, stroke 5 of the K does not project out to the right of the letter as far as stroke 7. Stroke 2 of this letter should join stroke 1 a little above the centre.

L.—Note the angle of stroke 4 on this letter.

M is another letter of which one side must balance up the other side. The lower ends of strokes 3 and 4 must be an equal distance between strokes 7 and 8.

N.—This letter is composed of 6 separate strokes. The one that beginners find most difficult is stroke 3. The point in making this stroke is to start the upper side of

the brush at the upper right-hand corner of stroke 1 and finish with the lower side of the brush touching the lower guide line where stroke 4 will finish.

O.—The O is the same as in previous alphabets. You cannot give this letter too much practice.

P.—This letter differs from B because stroke 3 joins stroke 1 midway between the two guide lines.

Q.—This letter is the same as the O with the tail added.

R.—This letter is of similar formation to the P with the two strokes added. Stroke 7 projects more to the right than does the curved stroke above it.

S.—Much practice is needed in order to get this letter balanced up gracefully.

T.—Strokes 3 and 4 of this letter must be at the same angle and are an equal distance from stroke 2.

U.—Strokes 1 and 2 of this letter do not come to the lower guide line. They join stroke 3 a little above it.

V and W are of similar formation and need a lot of practice. You will have some trouble in balancing this letter up as in the case of the M.

X.—Strokes 1 and 2 of X cross each other a little above the centre.

Y.—Strokes 1 and 2 meet stroke 3 nearer the upper guide line than the lower.

Z.—Take care to get strokes 4 and 5 of Z the proper angles.

I will not enter into a detailed description of the lower case alphabet. The strokes are all numbered and the arrows show you the direction in which to make the strokes. If you watch carefully you should experience very little difficulty.

Of course you must remember the new thing this month is the heavy brush width spurs. They require a great deal more care than did the spur making in the brush stroke Roman lettering.

After Stock-Taking Sale.

A great many retail firms conduct January, or after stock-taking sales each year. This is particularly noticeable in the dry goods trade. Many hardware firms conduct sales during January and February. In large and small stores alike sales are carried on in an effort to stimulate business.

The above show card suggestion shows a card that could be used either in Christmas window displays, or in gift windows at other seasons of the year. This card is not hard to make. The poinsettia was first sketched on a thin piece of paper and then transferred by means of carbon paper as explained in lesson No. 11. The outline of the flower was made with black waterproof ink. After the ink was dry, the flower was filled in with bright red or scarlet. The leaf and stem was made with a medium shade of green. A pale green shadow placed behind the drawing makes it stand out in relief. The scroll work and rulings are of pale green. The style of lettering used in making these cards is described in the accompanying article.

Keep Sale Name Prominent

These sales are run under various names, but the most popular are: "January Sale," "Mid-Winter Sale," "Annual Clearing Sale," "January Sale of White Goods," etc. The main thing which should be emphasized

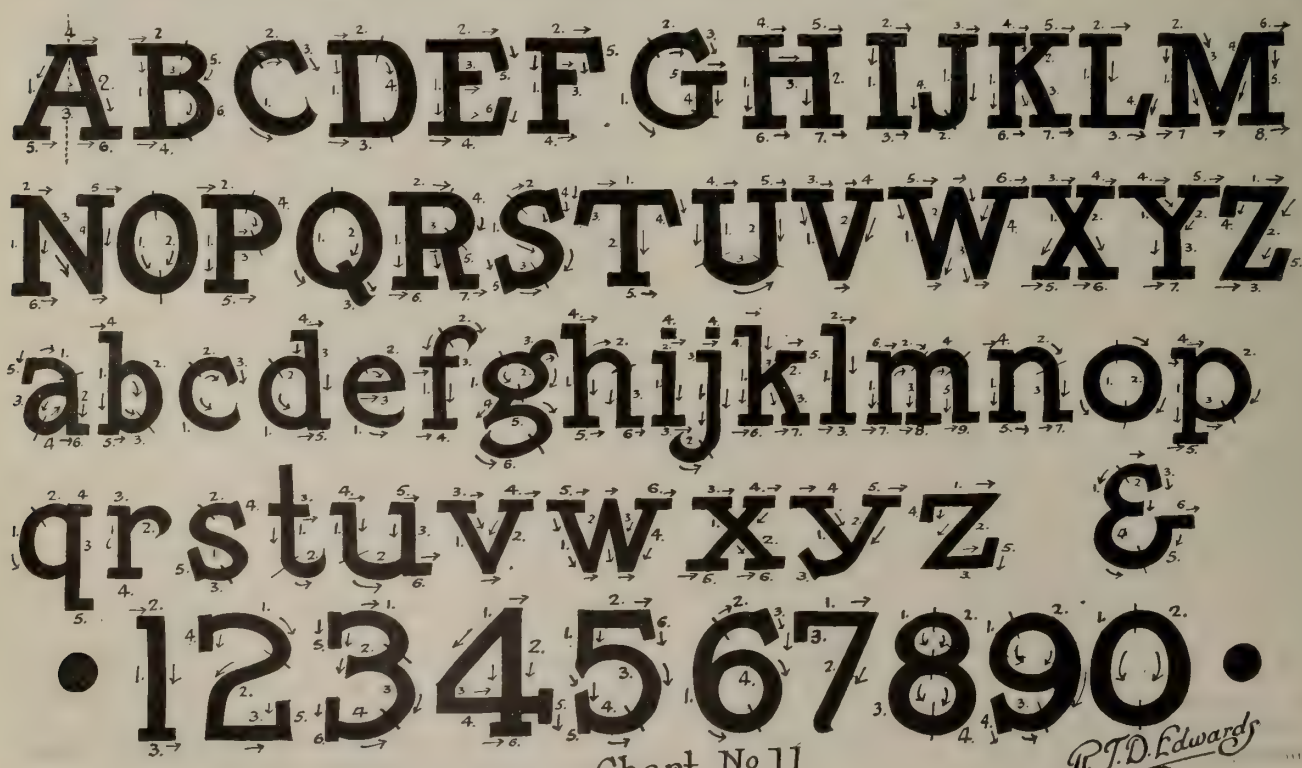


Chart No. 11.

R. T. D. Edwards

is to keep the name of the sale continuously before the public. It should be worked in on all price cards, both large or small. It also should be used on show-cards and paper posters throughout the store and in the windows.

It can be put on in dozens of different layouts or designs, either by printers' type, plates made from hand work, or the actual hand itself. If a great quantity is wanted,

The above "after-stock-taking sale" card has been prepared on the poster plan. The heavy band is of light green. The lettering is black with a white outlining, and dark green shading. The edging on the band, and the outer border line are of the same shade of green as the shading. The color used on the inner border is of light green. The style of lettering used in preparing this card is described in the accompanying article.

it is advisable to have them printed, but when the store is small and the quantity of cards used does not run up into the hundreds, they can be written by hand. Many designs that are of an exclusive nature can be made up easily and quickly.

Many stores have a striking design made up and use it year after year and the public becomes so familiar with this that as the season of the year approaches they look for these tickets.

Different From Any Other Cards

The coloring of these cards is a thing which must receive careful attention. Care should be taken to have them entirely different to any other cards used at other seasons of the year. A bright, striking card is necessary, but the colors used must harmonize with one another and also with the surroundings.

Color Combinations

Here are a few suggestions for the price ticket color combinations:

White card with green headline and price.
White card with red headline and price.
Green card with black headline and price.
Blue card with black headline and price.
Yellow card with black headline and price.

Never use red color on blue cardboard or blue ink on red cardboard, or yellow color on green card, or green color on yellow card. Red color on pink card is also not permissible.

Posters or Big General Cards

Posters or large show-cards are a necessity in connection with a big sale. These should be used to stick on windows and to put in prominent places throughout the store. If posters are desired, make them on good tough strips of paper. They should be made as attractive as possible, as these are the means by which you announce to the public that something out of the ordinary is going on inside. Half-sheet cards displayed throughout the store in prominent places announcing the sale also keep the customers' interest up. These can be made with the same design as that which is used on the posters.

What Other Papers Say

BINDER TWINE AND ROPE SITUATION

From the American Artisan.

IF THE organization which has been formed in Mexico among the growers of hemp proves to be a lasting one—and the signs indicate that it will be—prices for manufactured rope will go up considerably.

The name of this organization which has been formed under Government supervision and with its approval is "Comision Reguladura del Mercado de Henequen," or translated into our language, "the Regulating Commission for the Sale of Hemp," and it certainly is doing some "regulating," for it has sent the price of sisal fibre up from 5¼ cents to 6½ cents, which was possible because the "Commission" had contracts with the powers for 600,000 bales, or more than half a year's output.

It is only fair to the manufacturers of rope in this country to say that in spite of the advance in the raw product they have not raised prices, preferring to await developments and helping their distributors to adjust themselves to the conditions. But in view of the control which this Mexican organization of growers seems to have over the supply of the sisal which is used for binder twine and other similar products it would seem good policy for dealers to protect themselves against an advance.

* * *

FLAXSEED OUTLOOK

From Paint, Oil and Drug Review, U.S.

IN the last issue it was shown that the imports of Argentine flaxseed alone were for ten and one-half months since January 1, 12,886,000 bushels, to which must be added the imports from all other countries. The available figures from all countries are only obtainable up to the end of September.

A good basis of reckoning for the linseed oil consumer is to take the last crop year and its imports which amounted to something like 29,000,000 bushels which establishes this figure as the total consumption in this country, and of which United States contributed about 13,000,000 bushels.

Presuming the industry will be in as good condition another year, what are the chances of supplying the demand? Our own crop is estimated to be between 12,000,000 and 14,000,000 bushels, so over 15,000,000 bushels must be imported. The Canadian crop is now less than last year and it may be like cereals, reserved for British consumption. At any rate, it can hardly be expected that Canada can supply the United States any more than during the past year and for nine months ending with September they furnished only 2,562,282 bushels out of the total imports of 10,410,959 bushels of which India supplied 39,990 bushels and Argentina 7,707,783 bushels.

With our present high value for seed, Argentine flax can be delivered at our Western mills below the domestic cost. Europe has taken its average for ten months and there is no indication of any abatement, so it is fair to assume that during 1916 Europe will require its full quota.

Up to this point we have actual facts as a guide to our judgment, but beyond this it's a matter of speculation. If the paint and varnish manufacturers care to gamble they can do so on the prospect of a lower Argentine market and the chance of securing any volume of Indian seed.

It would seem that the linseed market on the Atlantic seaboard should rule at lower prices than in the West, if the prices are based on the cost of foreign seed. There is an element of grave danger in taking chances on foreign flaxseed to give a lower market.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 11, 1915 No. 50

EDITORIAL BRIEFS

ARE YOU going to enter a Christmas trim in Hardware and Metal's contest?

* * *

BECAUSE YOUR debtor has successfully avoided you at the end of one month is no reason why he should be given to the end of the following month to pay up.

* * *

WHAT BANK manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

* * *

UNLESS THE merchant desires to let the accounts on his books run for several months longer, he should get busy and collect them now, before the holiday expenditures have had any effect on purses. Collect while money is still plentiful. It will be much easier to collect now than at the first of the year, not to mention the inconvenience resulting when one has to wait that long.

* * *

FEW OF US escape falling into rutty ways during a year of routine. Many of us have yet to realize the depth of the ruts we have traveled in if, indeed, we have become conscious of their existence. A rut impedes freedom of action and is a barrier to the exercise of initiative. Most lack of success credited to bad luck can be ascribed to mental slothfulness or "rutting."

PREDICTS TIDE OF IMMIGRATION

THE Ninety-Eighth Annual Meeting of the Bank of Montreal, held at the Head Office, in Montreal, on Monday, was marked by some very important announcements as regards the manner in which the Dominion of Canada had come through a year when unprecedented conditions had to be met, and by references as to the precautions that would have to be taken in order to properly adjust the situations that had still to be faced.

The addresses made at the annual meeting are looked forward to with unusual interest, owing to the insight they afford into the actual conditions in the country and, on this account, the addresses made by H. V. Meredith, president, and Sir Frederick Williams-Taylor, general manager, will, this year, perhaps more than ever, attract unusual attention.

Mr. Meredith points out that all things considered, the trade of Canada is well maintained, both as to volume and character. For some time before the outbreak of war, a restraining hand was placed on speculative ventures which, in an era of prosperity, had run to dangerous excess and we were, as a consequence, fairly well prepared to face the closing of the London money market to failures of many kinds. A temporary dislocation in many branches of trade followed. Reorganizations in some cases were and may yet be found necessary to adjust capitalization to earning power, the only logical course to be pursued when such conditions had to be dealt with. As the year progressed, the effect of the war on the trade of Canada proved less injurious than was expected, in fact, business conditions distinctly improved. It is estimated that the grain crop of Manitoba, Saskatchewan and Alberta has a market value to the producers of approximately $400,000,000, in the use of which we may anticipate not only the liquidation of much indebtedness, but the stimulation of current trade. These truly remarkable results, he considered, will have the effect of attracting the tide of immigration to our shores when the world is again at peace.

Sir Frederick Williams-Taylor, general manager, in referring to the fact that Canada was standing the strain caused by the war, without collapse, stated that the strain is less than could have reasonably been expected, and we are encouraged to calmly face the troubles still ahead of us because of the confidence that comes from having successfully surmounted the ordeals of the past twelve months, ordeals that came upon this country without warning and found us inadequately prepared.

There is now a decidedly more hopeful feeling throughout the Dominion, and there is excellent ground for that reassurance in the material advantages that have resulted from a bountiful harvest. When we consider that the Northwest alone has pro-

duced several hundreds of millions of dollars worth of agricultural products in the past year in an area where in the boyhood of the middle-aged not a sod was turned, we feel that this is a form of genuine prosperity to inspire confidence and in which our pride is pardonable.

IDEAS FROM THE STAFF

THE word co-operation has a deep significance for the retailer. Co-operation is one of the most necessary forces in the retail hardware store to-day. Without the loyal co-operation of his staff, no merchant will achieve the best results.

The need for co-operation is felt greatly during the Christmas season. The last two weeks before Christmas are busy times for the hardwareman who caters to the needs of Christmas shoppers. During the last week preceding Christmas, there is a mad rush for gifts.

During these rush periods the clerks have to plunge in and work on their own initiative largely, for supervision and direction are not always possible during the wind-up of the Christmas rush. If the clerk does not co-operate with his employer, and vice versa, there are great possibilities for loss of sales.

The idea of co-operation should be carried out to the fullest extent during the Christmas season. The clerk should be kept informed of the plans going forward so that, when the times come to execute them, he will be in a position to do so intelligently. Some merchants consult their clerks and solicit ideas from them for the conduct of the holiday campaign. There is wisdom in a multitude of counsel. Sift out the suggestions and ideas received from the staff and grains of real value will be left.

Make the holiday campaign one of complete co-operation between all members of the staff.

THE DULLNESS IN METALS

THE weakness which has overtaken the ingot metal market seems to be due to consumers having contracted for their requirements for the meantime. Buyers do not appear to be taking much interest in the market which thus lacks support.

With regard to tin, there is no doubt whatever that the sharp advance recorded recently was unwarranted and based on a report that had no foundation in fact. The market will recede to its former level, assisted in that direction by the accumulation of supplies in stock or afloat. There is, however, always a possibility that shipments may be interfered with in the Mediterranean, which would affect the market.

In the copper market indications point to dullness for the remainder of the year. The situation is unchanged, but consumers will probably stay out of the market, having covered for their requirements for the year. There is very little possibility of any marked recession in the copper market, as the position of this metal is a strong one and will probably remain so even while the war continues, owing to the enormous consumption for munitions. It must not be forgotten, however, that production has increased rapidly and is practically equal to the consumption.

The spelter market was, until quite recently, fairly quiet, but the situation has been for some time unsatisfactory and the speculative element has always been within range. At the present time weakness in the London market, due to lack of interest on the part of buyers, has caused the reaction.

The lead market at the present moment is dull, but this is probably only temporary, as the position of this metal is a good one and the weakness is no doubt a result of the general dullness in other markets.

The antimony market is dull, but the demand has not fallen off, nor are supplies any more plentiful. While the war is in progress there is little possibility of antimony becoming much, if any, cheaper. There is a big demand for this metal, which will keep the market up.

With regard to aluminum, the demand will, if anything, increase, and production is still away behind requirements. There is, therefore, little possibility of cheaper metal meantime.

WATCHING CHRISTMAS ADS.

NEWSPAPER advertisements are probably watched more closely by the general public during the Christmas shopping season than at any other time of the year.

People have a direct interest in the advertisements; a certain number of gifts must be bought within a specified time and the selection of Christmas gifts is not the easiest thing in the world. The task of the recipient and the funds at the disposal of the donor must be taken into consideration.

People turn therefore to the newspapers for suggestions. They also watch the show windows in the various stores.

The newspaper advertisement, or window display, which is the most suggestive and practical, is the one which will draw business at this time of the year.

The paramount consideration with the ad. writer during the Christmas season, therefore, is to make his ads. full of suggestive and practical matter for the reader. The main consideration is to quote a wide variety of lines and to give some interesting information about each one. Lengthy introductions and expressions of good-will are, in a sense, so much waste of space. The space thus taken up could be better used by quoting prices and giving descriptions of lines which would be of practical assistance to readers.

Of course, it should be remembered that expressions of goodwill appear in the newspaper advertisements of nearly all successful retail firms on the day preceding Christmas or on the latter if the paper is published on the festive day.

A Cent's Worth of Electricity

What the Retailer Should Know—What Electricity Means in Service and Comfort in the Home—Showing Economy in Operating Electric Appliances is Great Factor in Making Sales

NINE out of every ten prospective customers for electrical household utilities will ask one leading question—what is the cost of operation. This remark is not merely a generality; it is based on statistics. At a public exhibit held in New York actual record showed that ninety-four per cent. of the women attending asked that question in one form or other. Therefore, the advice may be offered to the hardware retailer to satisfactorily meet this question—it is the one great factor in the sale. And it can easily be met by a little study of the situation; the housewife can be convinced that these utilities are not expensive novelties but economic servants.

An Energetic Force

This is an electric age. Electricity in one form or another is the great energetic force in the world to-day. Its sphere is being widened because its efficiency is overcoming the opposition of older methods in every direction. Since the invention of household utilities it has been invading the home. Its use in this connection is still very limited. There seems to be a certain prejudice which may be based on the general attitude of the average housewife who is slow to adopt suggestions having to do with the conduct of her special domain.

Without reason there has been a certain feeling that these utilities were novelties for the wealthy. Recently there has been a tendency towards a more practical view. The popularity of the appliances is spreading rapidly. Electricity is successfully invading the domestic realm. But there is still a certain prejudice to overcome and that prejudice in most cases finds expression in the idea that the cost of operation is too great. This is where salesmanship and a knowledge of the appliances and what they will do means business. The truth is that a properly equipped household can save money through these utilities and at the same time secure a maximum of convenience and service.

The holiday season is at hand. If electrical utilities are shown to the people in their true light they offer an appealing practical gift suggestion. What could be more appropriate or more useful than a toaster, a flat iron, a coffee percolator, a curling iron or an egg boiler? What would be more appreciated—especially if it is known that the cost of operation is a saving and not an extravagance? The hardware trade is the natural retail outlet for these goods. The indications in the wholesale business already point to a greatly increased demand for gift purposes. That demand can be increased by a little education and the dealer who devotes a little time to that education will find his reward in the cash register.

The Serviceable Iron

Of all these efficient little household servants, the electric iron is undoubtedly the most popular and widely used. It has made a direct appeal because it has disposed of the necessity of heating irons and then having to change them. Besides which the old iron could never be maintained at an even temperature and thus could not be trusted—it was always either too hot or too cold. Now the average prospect can understand the operation of the iron. To the demonstration the wise merchant will add that on a basis of 10c per kilowatt hour, it can be operated for an hour for 5 cents. The argument of convenience and service driven home with the hammer of economy can be readily clinched.

WHAT ELECTRICITY DOES FOR ONE CENT

Makes 12 *slices of toast.*
Operates flatiron 12 *minutes.*
Runs washing machines ½ *hour.*
Brews 12 *cupfuls of tea.*
Warms 3 *bottles of baby's milk.*
Makes coffee for 7 *persons.*
Burns 40 *watt Mazda lamp for* 2 *hours.*
Keeps curling iron warm 1 *hour.*
Operates vacuum cleaner ¾ *hour.*
Boils 15 *eggs.*
Sews 30,000 *stitches on machine.*
Based on rate of 10 *cents per kilowatt-hour.*

Toasters Also Favorites

The toaster also has done great service as a pioneer in establishing electrical appliances in the home. The toaster appeals because it gives a fresh crisp product right on the table as it is wanted—toast that is not fresh toast is not worthy of the name. Besides there is an even controllable current and small danger of burning either the bread or the fingers. There are few housewives who will not look at a toaster and listen to such observations with appreciation. Add to this the real selling factor—it can be operated for 5 cents per hour—and in the majority of cases there will be a sale if the prospect is worthy of the name.

One Sells Another

It will usually be found that one electrical appliance sells another. A convert to the new method of domestic service becomes a good customer in many cases. Once the queen of the home can be won to the new idea through the serviceable iron or toaster and can thereby be convinced of the small operating cost there is a field opened for such articles as the chafing dish, the coffee percolator, the table grill, the curling iron, etc.

In each case where the interest of the customer taken in the different articles referred to, the cost of operation becomes the important factor in salesmanship. Interest can be created by the comparative novelty of the article and this will permit of a talk on the advantages of clean convenient service; but it remains for a statement of cost of operation to convince most prospective buyers. When it is explained that with electric current at an average cost an ordinary chafing dish can be amply heated for one hour for five cents, an egg boiler will work for an hour for three and a half cents, a toaster will prepare twelve slices of toast for a cent, a coffee percolator can be employed at the rate of seven cups for a penny, a dinner can be kept warm for two cents an hour, the baby's bottle brought to proper temperature with a heater operated at two cents an hour, and milady's curling iron kept hot for half a cent an hour—then there is the opportunity for securing more converts to the modern idea.

Continuing the Campaign

Conducted along these lines there is an opportunity for bringing the user of electric appliances to see the advantages of electricity in a larger household way. The electrically operated washing machine can be regarded as a humane invention when compared with the old wash board. A machine can be operated with a quarter horse-power motor at a cost of about one cent per hour. The vacuum

(Continued on page 48.)

METHODS *in* CHRISTMAS MERCHANDISING

In this department are offered suggestions which are intended to help the retail hardwareman in pushing his Christmas sales campaign. Christmas buying has started earlier than usual this year, and the merchants who go after the trade early in the season are the ones who are most likely to show increases on the Christmas trade of previous years.

PRACTICAL DEMONSTRATIONS

Showing Customers How to Use Electric Toasters and Irons

AN Ontario hardware merchant who has made many sales of electric irons and toasters by giving demonstrations, especially during the Christmas gift giving season. Last December the merchant followed out a plan which he had introduced the previous year.

Practical demonstrations were given of an electric toaster carried by the firm. The toast and toaster were displayed on a nickel tray in the centre of the window. A neat show card held by a card rest read as follows: "The crisp, brown toast here displayed was made on this electric toaster. Come in and see a demonstration. The price of this real, practical Christmas gift is only $5.00." In addition to displaying the toast the merchant kept some bread on hand during the two weeks before Christmas and when a customer made enquiries or appeared to be interested in toasters a demonstration was given. The method adopted helped to close a large number of sales.

Demonstrating Electric Irons

Electric irons were also demonstrated to prospective customers. A folding ironing board was placed near the store entrance. The board was used when demonstrations of electric irons were given. By using an electric attachment near at hand it only took the salesman a few minutes to make the connection.

Many customers were very much surprised when shown how quickly an electric iron could be heated and made ready for use. The merchant found that despite the fact that much has been said, favorably, regarding electric appliances, there are still many people who are still in doubt. Fear of shocks, fires, etc., appears to cause apprehension on the part of some prospective purchasers. A good salesman who knows his goods thoroughly can soon convince a customer of the superiority and practicability of modern appliances over old methods.

Department stores, electric appliance companies, and power companies are nearly all in favor of giving practical demonstrations in order to sell electrical appliances.

A lady customer is always interested in seeing a neat model electric iron, but she will be doubly interested if the iron is being shown by a demonstrator who can explain its advantages, its capacity for heating all portions of the ironing surface, etc. Likewise a customer is interested in seeing a practical demonstration of a vacuum cleaner, toaster, percolator, sewing machine, motor or any other electrical device.

SELLING IN HALF-DOZENS

Expert Retail Salesman Saves Time By Quoting Half-Dozen Price

THE best salesman, in the cutlery department of one of the largest retail firms in Canada, makes it a rule to quote, in nearly all cases, when selling such lines as table and dessert knives and forks, spoons, etc., prices on both dozen and half-dozen lots.

For instance if a customer asks to see celluloid handled table knives. The salesman shows a line at $6 per dozen. He quotes the price as follows:—The price is $6 for a dozen or $3 for a half-dozen. Seventy-five per cent. of the customers he sells to, want only half a dozen at a time, and he has found that when the dozen price only, is quoted, the customers nearly always have to ask the question, "Well, what is the price of a half-dozen?"

This salesman has also found that it pays to display various cutlery lines.

In stead of keeping celluloid handled knives out of sight, which is the rule in many hardware stores, he always has one-half dozen of each kind on display. Small mats made of green baize measuring about 8 x 10 inches are used on which to display each lot of knives. Prices are always quoted per half-dozen.

For instance, a half-dozen dessert knives are placed on a mat, a neat price card is printed as follows:—Dessert knives $1.95 per half-dozen. There is a price card on each mat and knives ranging in value from $1.00 per half-dozen to $3.50 per half-dozen are displayed.

Each price card is supported on a neat wooden block in which a groove sufficiently large to hold the card has been sawed.

In showing silver-plated knives and forks in their original boxes the quantity and price are shown on neat price cards in such a manner that the customer can easily understand what he is going to get in return for his money.

IDEAS FOR CHRISTMAS WINDOW TRIMS

(Continued from page 30.)

their ability, owing to the fact that they have large stocks to choose from and large display windows to display the goods.

However, the fact should be always borne in mind that even though a display window may be small, it is the most valuable display space which the store possesses and it should be made use of to the fullest possible degree. The show window always makes the first impression on a customer. Whether it will be good or bad depends largely on the appearance of the window display.

A neglected window is a poor advertisement and will drive customers away instead of attracting them.

Sheet Metal Workers' Course

By Chas. Sievers

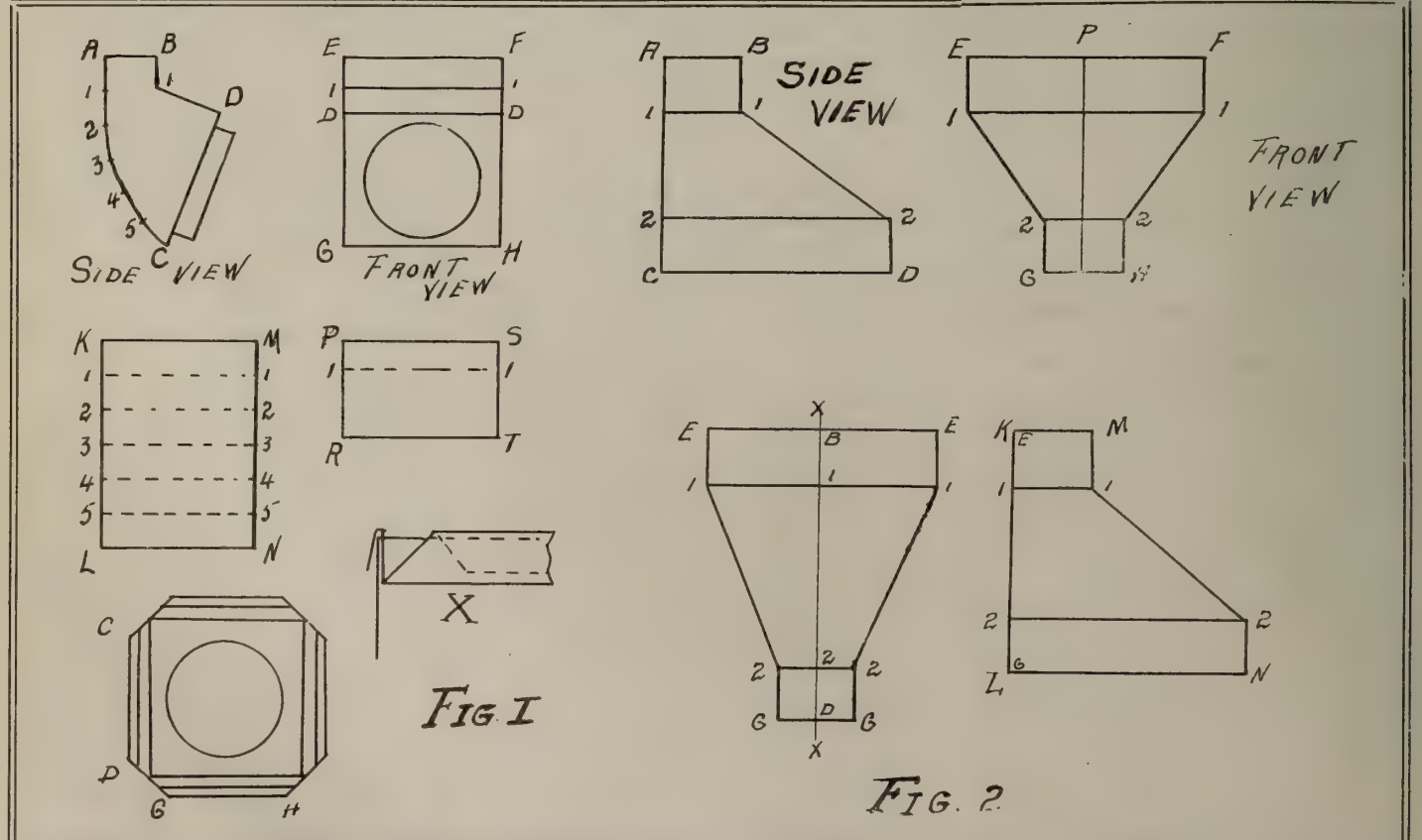
Editor Hardware and Metal.—I am very much interested in the sheet metal course you are publishing in Hardware and Metal, and, being a comparatively new subscriber, would like to know if you would show how a simple bullhead fitting can be made without the use of the triangulation method. I would also like to know how to make a fitting which will enable me to change the direction of a stack pipe where one stack has to run at right angles with the other in the same vertical direction—that is, where one partition of a room crosses the other. N. R. T.

THE fitting shown in Fig. 1, while not an intricate problem, is a very handy one. As in most all bullheads the round pipe is kept on the same plane as the square pipe, it always requires an elbow to carry the pipe to furnace, thus reducing the slope or elevation of the pipe. In using such a fitting, the pipe can be kept up closer to the ceiling, and at most will require but an angle elbow between it and the furnace, thus increasing the elevation of the pipe and incidentally the head-room. This is of special advantage where the cellar ceiling is low. The fitting shown in Fig. 2, while not very often used, will in some instances prove of great value, as it is sometimes required in running up a stack to change the centre line or face the pipe at right angles, the upper partition or position of the register in some few instances requiring this.

To develop the patterns of bullhead shown in Fig. 1, it is necessary to have a side elevation of the required article. In drawing this, the angle can be drawn as will be thought best for general use. In Fig. 1, let A B C D be the side elevation and E F G H a front view. As the piece is the same width at top and bottom—viz., E F and G H—the side view as outlined by A B C D is the pattern of the two sides or ends. The next step will be to obtain the patterns of back and front pieces as on lines A C and B D. To obtain pattern on line A C, first divide distance from A to C with a number of equal parts, as shown by A 1 2 3 4 5 C. Draw two lines as KL and M N a distance apart equal to E F or G H—that is the width of the pipe. Square with K L, draw a line, connecting K L and M N, as K M. From K and M mark off on K L and M N the length of line A to C on side view, as shown by A 1 2 3 4 5 C, draw a line connecting the two points, as shown by L N, completing patterns on line A C.

To obtain pattern on line B D draw two lines as P R and S T a distance

(Continued on page 48.)



NEW HARDWARE GOODS

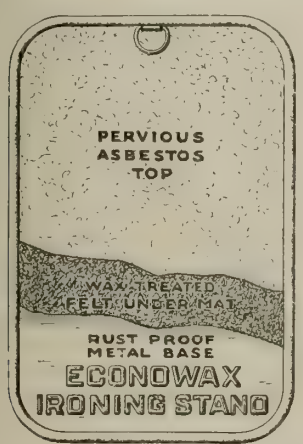
OFFERED TO CANADIAN HARDWAREMEN

IRONING STAND AND WAXING MAT

Andrews Wire Works of Canada, Watford, Ont., offers to the trade, the Econowax ironing stand and waxing mat, here illustrated. The makers state that the mat is a plated steel holder with a pervious asbestos top, under which is a felt mat, filled with a scientific mixture of non-carbon waxes.

When the iron is placed on the stand, its heat attracts just sufficient wax to keep the iron in perfect working condition.

Self-heating, such as electric or gas irons, when placed face down on the asbestos top of stand, will heat more quickly, it is claimed, because of decreased radiation; thus reducing heating cost.



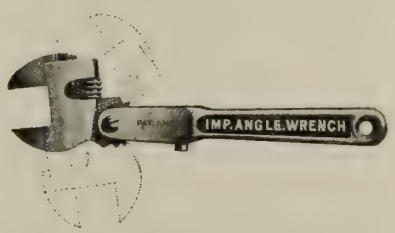
The Econowax ironing stand and waxing mat.

The makers also claim that extra hot irons may be used without danger of scorching because the even waxing causes the iron to slide more easily. The mat is guaranteed to have sufficient wax for one year's family use.

ADJUSTABLE ANGLE WRENCH

The Imperial Tool Company, of Bloomington, Illinois, have recently brought out an adjustable handle angle wrench. The makers state that the wrench incorporates a number of advantageous features. The adjustable jaw will take any tap up to 1¼ in. at eight different angles, or the tap can be turned in very close quarters by ratcheting the handle one or more notches at a time in either direction, by simply pressing the ratchet button. When the button is released, the handle is locked rigidly.

This wrench will take the place of many different sizes, styles and types of wrenches. It is easily operated in positions and angles where no other wrench can be used. The makers also state that



The adjustable angle wrench.

it is not a novelty wrench. It is a practical tool—made of the best material and will stand the hard usage.

It is particularly adaptable for auto kits, garages, machine shops and innumerable places where a high grade and all-purpose wrench is desired.

BAKER'S HOG CATCHER AND HOLDER

B. C. Baker & Co., 26 Farmers' Bank Bldg., Prairie Depot, Ohio, are manufacturing Baker's Hog Catcher and Holder, which is used for catching and holding hogs while ringing them, immunizing them against cholera, cutting off their tusks, etc. This holder, the makers state, is simple in construction, and is easy to use. There is nothing about it to get out of order, and it is less than three feet in length, and weighs three pounds.

There is a sleeve on a flat steel rod that carries a thumb release which is

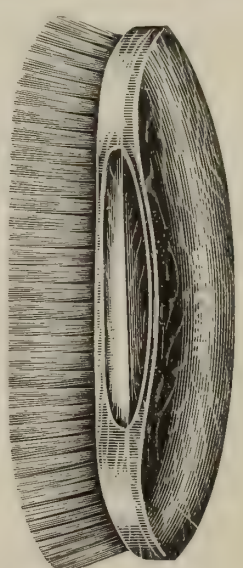
Baker's Hog Catcher and Holder.

held against the rod by a spring and this release engages rachets on the rod thus holding it wherever stopped. By pressing down on this release with the thumb the hog is released. The casting on the end of the holder has a hole in either end through which passes a loop of No. 15 annealed wire each end of which is fastened above to the sleeve which slides on the rod, and this sleeve is pushed downward to the size of the loop desired. As this sleeve is pushed downward the size of the loop is increased.

The loop is then passed around the hog's snout or upper jaw, and the sleeve is drawn upward with sufficient force to hold the hog securely.

STEEL WIRE DANDY BRUSHES

A new line of steel wire dandy brushes has been put on the market by the



Boeckh Bros. Co. new wire dandy brush.

Boeckh Bros. Company, Toronto, in two sizes, viz., large and small.

They are specially adapted not only for use on horses but also on Holstein, Jersey and other cattle and, it is claimed, they also make a good tail and mane brush.

Personal

G. Reginald Marshall, who is associated with his father, G. A. Marshall, manufacturers' agent, Lombard Bldg., Toronto, sailed for England on the Scandinavian on business in connection with orders for high speed steel.

EVENTS IN THE TRADE

Industrial

Brighton, Ont.—The D. J. Barker Foundry Co. expect to be running full blast in the new factory by the New Year.

Move to New Office

The Toronto branch office of Brandram-Henderson, has been removed to the firm's new office and warehouse at 377 Carlaw avenue.

Hardware Firm Wants Catalogues

Whyte & Orr, hardware merchants of Daysland, Alta., and Hardisty, Alta., have opened a third store at Heisler, Alta., on the new C. N. R. line from Camrose to Alsask. Manufacturers and wholesalers are invited to forward catalogues to the new branch.

Orillia Firms Change Locations

Orillia, Ont.—The Orillia Hardware Co. have purchased the Cramp Block and will move about Jan. 1. The block now occupied by the Orillia Hardware Co., has been purchased by Harry Parsons of Parson's Fair. Mr. Parsons takes possession Feb. 1, and will carry a complete stock of hardware.

New Incorporations

The Eclipse Iron Works, Ltd., of Vancouver, B.C., has been incorporated with a capital of $20,000.

The Eastern Machinery Co., of Montreal, has been incorporated with a capital of $45,000.

The Dominion Sheel Mfg. Co., of Montreal has been incorporated with a capital of $99,000.

The Dominion Magnesite Co., of Calumet, Que., has been incorporated with a capital of $100,000.

The Lachance Nut Lock Co. has been incorporated with a capital of $300,000 to carry on business at Montreal.

The Canadian Vincent Valve Co. has been incorporated at Ottawa with a capital of $25,000 to manufacture the Vincent drain valve and similar appliances at Victoria. B.C.

The Imperial Cordage Co. has been incorporated at Ottawa with a capital of $150,000 to manufacture rope, binder twine, and all products and by-products of manila, hemp and sisal, at Walkerton, Ont.

The Canadian Electro Products Co. has been incorporated at Ottawa with a capital of $500,000 to manufacture all kinds of metals, metallic substances, metallic products, chemicals, etc., at Montreal.

The Federal Brass Co. has been incorporated at Ottawa with a capital of $50,000 to acquire the business now carried on by the Federal Electric & Mfg. Co. at Montreal.

The Canadian Brass Bedsteads, Ltd., has been incorporated at Ottawa with a capital of $45,000 to manufacture household furniture of all kinds and in particular brass and iron bedsteads, at Montreal.

The Pilcher Mfg. Co. has been incorporated at Ottawa with a capital of $50,000 to manufacture metal buttons and other goods, at Windsor, Ont.

Industrial Notes

St. Mary's Ont.—C. Richardson & Co., are equipping a plant for making shells.

Hamilton, Ont.—The Tallman Brass Co. are making an extension to their plant.

Toronto, Ont.—The Multipress Co. is in the market for drop hammer and screw presses.

Lachine, Que.—The Dominion Bridge Co. are building a brass foundry at a cost of $20,000.

Hamilton, Ont.—The Acme Stamping Tool Works will make an extension to their plant to cost $3,000.

Toronto, Ont.—The Chapman Double Ball Bearing Co., have started work on a further addition to their plant.

Welland, Ont.—The Canada Forge Co. will build an extension to their plant. The new building will have an area of 180 x 80 feet, and will be of structural steel. The cost is estimated at $20,000, and the equipment to be installed will cost $100,000. T. J. Dillon is manager.

Peterborough, Ont.—The Peterborough Metal Products Co. will take over the premises formerly occupied by the Canadian Cordage Co., and will install machinery for manufacturing metal products.

St. Catharines, Ont.—The Marathon Rubber & Tire Co. have begun the erection of a factory, and expect to have the plant in operation by the first week in March.

Big Fire at Picton

Just as Hardware and Metal is going on the press a telegram has arrived from W. J. Carter of Carter Bros., Picton, Ont., 1st vice-president Ontario Retail Hardware and Stove Dealers' Association, as follows: "Big fire raging in store, due to defective wiring. Good-by Christmas trade."

Personal

J. M. Young, of the Ottawa Paint Works Co., Ottawa, Ont., spent a few days visiting the Toronto branch of the company last week.

L. A. Blackwood of the Merrick-Anderson Co., Winnipeg, returned to the city Wednesday from a trip through the three prairie provinces.

O. B. Brown, of the sales staff, and H. A. Robertson, district sales manager of Beatty Bros., Fergus, Ont., have enlisted for active service with the 30th Wellington Rifles.

C. C. Ballantyne, vice-president and managing director of the Sherwin-Williams Co., of Canada, was a business visitor at the Toronto office of the company this week.

HARDWARE LETTER BOX

Chloride of Lime

S. J. Shaw & Co., Quebec, Que.—Kindly give names of manufacturers of chloride of lime in Canada.

Alpha Chemical Co., Berlin, Ont.; Canadian Alkali Co., Windsor, Ont.; J. B. Paine & Co., Toronto.—Editor.

Toilet Paper

Howard Hardware Co., Toronto. — Kindly give names of toilet paper manufacturers in St. Catharines.

The Interlake Paper Co.; Garden City Toilet Paper Co.—Editor.

Hamilton Manufacturer Appointed to the Senate

Brief Sketch of John Milne, President Burrow, Stewart & Milne Co., Hamilton, Who Has Been Appointed to the Dominion Senate

John Milne, president and general manager the Burrow, Stewart & Milne Co., Hamilton, was last week appointed to the Dominion Senate.

Mr. Milne has spent the greater part of his 78 years of life in Hamilton. He was born in Aberdeen, Scotland, on Jan. 23, 1838, and after receiving his education in his native parish, began to learn the trade of a moulder. Before he had finished the trade he came with his father, the late John Milne, to Canada, and the family settled in Hamilton. Here he continued to work at the moulding trade, in the foundries of the Gurney Company, and shortly after he had completed his apprenticeship he and his friend, the late Charles Stewart, went to the United States, where they both worked for a time. In 1864, they returned to Hamilton and in company with the late William Burrow, the firm of Burrow, Stewart & Milne was formed and business was begun in a small frame building on Caroline street north.

The business grew under the management of the three men, who were all experienced mechanics, and it was but a short time until an enlargement was found necessary, and land at the corner of Hughson and Cannon streets was purchased and work begun on the construction of new buildings which were in readiness for occupation in November of 1871.

The business continued to expand and extensions were made from time to time. In 1898 the company was reorganized, and Mr. Milne was made president of it.

In addition to his connection with the firm which he established, and with which he has been so intimately associated for many years, Mr. Milne is interested in a large number of other commercial enterprises, a number of which he was instrumental in starting.

Mr. Milne was one of the founders, and a hard worker in the interests of the old Hamilton Steel & Iron Co., which has since developed into the Steel Company of Canada.

Mr. Milne was also interested in the shipping interests of the country and for a time served as president of the old Hamilton and Fort William Steamship Company. This was later merged into the Inland Lines, and later into the Canadian Steamship Lines, in which Mr. Milne still has large interests.

Mr. Milne has taken an active interest in the welfare of the city at large, and more especially in educational matters. He has been for many years a member of the board of library governors. At present Mr. Milne is president of the board. He has also served as president of the Hamilton Conservative Association for nearly 25 years.

Mr. Milne is a member of the Masonic fraternity. He is a Presbyterian by faith and one of the oldest adherents of Knox church in Hamilton.

CATALOGUES AND BOOKLETS

Starting and Lighting Systems

Henricks Magneto and Electric Co., Indianapolis, Ind., have issued an attractive 8-page booklet, announcing their new starting and lighting systems for Ford and other automobiles. The booklet is well illustrated, and gives complete details regarding the company's products. Copies of the booklet will be mailed on request.

RECRUITS WANTED FOR FIFTH COMPANY.

The Universities' Companies are now well known throughout Canada. A fresh company is raised, equipped and partially trained about every two months, and it is unnecessary to advertise for recruits, inasmuch as each company is made up of brothers or relatives or friends of those who have joined previous companies.

The First Company, under the command of Captain Gregor Barclay, has joined the Princess Patricia's Canadian Light Infantry, and has been for some time in the trenches.

The Second Company, under the command of Captain George McDonald and Captain Percy Molson, is also on the Continent.

The Third Company went overseas about 330 strong, and has gained a golden reputation at Shorncliffe.

The Fourth Company is at full strength and has now embarked. In quality it is in no respect inferior to its predecessors.

A Fifth Company has been authorized. A large number of applicants were on the waiting list, and more recruits are now wanted.

Those who wish to join must receive a rigorous medical examination locally by an Army Medical Officer. Those who are not medically and physically fit are not wanted, so there is a subsequent examination on reaching Montreal. The recruit should also be attested before the nearest Justice of the Peace, and transportation to Montreal can be speedily obtained by sending a night lettergram to Captain A. S. Eve, 382 Sherbrooke St. West, Montreal. On arrival the recruit is issued without delay, his blankets, palliasse and uniform, and his training commences on the campus of McGill University and on the slopes of Mount Royal. As to barracks, the Canadian Northern Land Company loans the headquarters building, McGill University lends the Molson Hall, and the students not only lend the top floor of the Union, but also give the soldiers the privileges of the building as though they were students. Moreover, the Y.M.C.A. opens its quarters and places the swimming pool at their disposal. The training is varied, and includes shooting at the C.P.R. Gallery, drill, tactics, bayonet fighting and physical training.

Nearly 1,200 men have already been raised by this organization, which is efficient, and also economical, inasmuch as there are no officers above the rank of captain.

A considerable number of young men who cannot get commissions in Canada are joining the Universities Companies with a view to commission in England. About fifty men who joined as privates, have already been appointed as officers. Information has been received from London that there is room for 40 to 50 a month, if suitable men are forthcoming.

Particulars may be obtained from Captain A. S. Eve, 382 Sherbrooke St. West, Montreal, who is in charge of the depot.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1223. **Staples.**—A Birmingham firm inquires for bright galvanized staples slice cut, in iron or wooden kegs of 1 cwt. (112 pounds) net, sizes to be marked on kegs 1½ inches by 8 B.W.G. Samples to be sent and prices to include delivery London or Birkenhead.

1228. **Sheet brass.**—A London firm wishes to get into communication with Canadian manufacturers who can supply large quantities (about 2,500 tons) of sheet brass of the analysis: 60 per cent. copper, 38 per cent. zinc spelter, 2 per cent. lead; thickness 40 mm., 35 mm., 28 mm., 12 mm., etc., cut in strips of various width, for shipment to France.

1229. **Calcium carbide.**—A firm in London wishes to obtain quotations from Canadian manufacturers of calcium carbide for shipment to South Africa.

1230. **Talc, soapstone, French chalk.** — A Glasgow firm desires the addresses of Canadian producers and exporters of the above.

1231. **Rails.**—A Lancashire firm who are open to place an order for 1,000 tons 14/16 pounds flange rails, invites quotations from Canadian rolling mills who can fill orders.

1232. **South African agencies.** — A South African commission agent, covering all South Africa and with permanent sample rooms in Cape Town and Johannesburg, is prepared to take up selling agency for Canadian shippers of butter, cheese, flour, wheat and cereal foods, also to hear from Canadian manufacturers prepared for export in hardware, shovels, handles and stoves.

1234. **South African agent.**—A South African manufacturers' agent is prepared to take up the representation of Canadian manufacturers seeking export in any line of dry goods, boots and shoes, general hardware, locks, trunks and organs.

1235. **South African agencies.**—A London, England, commission house who specialize for South African trade with head office for South Africa in Cape Town, is prepared to take up Canadian agencies for South Africa in the following lines: Enamelware, aluminumware, locks, wire nails, bolts, nuts, hinges, handles, horseshoes, and hardware sundries.

1238. **Brass wire, tubing and bars.**—A London firm wishes to get into communication with Canadian manufacturers who can supply, for shipment to France, brass wire, brass tubing, and brass round bars. Particulars of analysis, specification and quantities can be obtained from the Department of Trade and Commerce, Ottawa.

1239. **Kitchen utensils and hardware.** — A London firm of manufacturers' agents specializing in domestic appliances and labor-saving devices, desires to get into touch with manufacturers of kitchen utensils and hardware.

1240. **French chalk (talc.)** — A chemical manufacturing company in the English Midland counties asks to be placed in touch with Canadian shippers of French chalk (talc.)

1241. **Ingot brass.**—An engineering company in London who handle ingot brass, are prepared to receive offers from Canadian manufacturers looking for export trade.

1242. **Canvas, enameled ware, tools, etc.** — A Paris firm seeks supplies of canvas, also of enamelled ware, engineering tools, twist drills, and boring machinery, and invites offers from Canadian manufacturers.

1243. **Bronze powder, toys, games, etc.** — A London firm seeks agencies from Canadian manufacturers of interior telephone systems, bronze powders, gold leaf toys, games, polished copper, brass, zinc, and aluminium sheets for engravers and lithographers.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The holiday trade is now in full swing and there is a steady demand for Christmas goods. There is a scarcity of many lines of cutlery. There is also scarcity of many other lines, but no serious shortage has yet developed. As usual there have been quite a number of important price changes again this week, nearly all in an upward direction. Among the lines affected are wire nails, which have advanced 10 cents per keg; O & A wire, Norway iron, band iron, black sheets, toe calk, cast and hoop steel, boiler tubes, staples, fence, barb and hay wire, tank plates, lead pipe, screws, shovels, valves, benzine, castor oil. There will undoubtedly be a number of other advances within the next week or two.

The metal markets are all weaker. The domestic demand is quiet, but is showing some improvement.

There is still a heavy demand for steel for shell making. The stove trade is improving with the commencement of winter. There is a good demand for stoves from the country districts, but city trade is only fair.

The close of navigation and the setting in of actual winter has had its effect on the paint trade. Present demands are not heavy, but booking for spring delivery is progressing favorably and there is a marked improvement over a year ago. The outlook is for a better spring season. Linseed oil and turpentine are firm. Glass has advanced at Toronto.

Winnipeg reports that Christmas trade this year will surpass in volume the Christmas trade of 1913 or 1914. December business to date has been very satisfactory and orders are coming in freely. A number of very important price changes have taken place. Linseed oil has passed the dollar mark for single barrels at Winnipeg.

MONTREAL

MONTREAL, Dec. 9.—The situation in the iron and steel markets and the many branches of the hardware trade affected thereby continues serious as time passes, and there is no improvement in the outlook as regards supplies from the producers. Not only is there a disposition not to accept further business, but in contracts deliveries are being deferred three and four months. Even if the makers come back into the markets the outlook is that there will be a shortage for some time, as they will not be prepared to deliver supplies for a considerable period to come. Under these circumstances, opinions in the trade are that there will be continued advances in plates, tubes, pipe, sheets, etc., until there is some assurance of new supplies to replace those being exhausted, while the higher manufacturers will be affected as the market influence spreads.

The price changes throughout the week are general in the metal products, and are all in an upward direction. Norway iron and band toe calk, cast and hoop steel, are materially higher, while there is a big advance on black sheets. The new quotations on boiler tubes are now in effect. Other lines affected by the rising markets include the wire products—nails and staples and smooth steel, fence, barb and hay wire; also tank plates, lead pipe, screws, snow shovels, valves, benzine, etc. The indications are for further advances along many of these lines. Galvanized sheets are strong, and copper rivets are said to be in line to go higher.

In the metals there have been few changes during the week, but the general situation appears to be somewhat weaker, with tin and spelter off in the American market. The indications are that there will be quiet conditions until the end of the year, there being little new buying at this season.

Business has been going with a rush. The holiday trade is now on, and wholesalers report a general demand for all lines suitable for gifts. This demand is chiefly noticeable in the country, but the city has also been aroused to holiday and winter buying by colder weather and a light fall of snow. The trade reports that November was equal to that month of a normal year, and a marked contrast to the corresponding period of 1914, when there was a slack demand.

Tin is Weaker.—Although the Canadian tin market has maintained its price level in the face of the reaction in American markets, largely for the reason that on this side of the line advances come more slowly, the tone this week is considerably weaker, and the outlook is that there will be lower quotations in the near future if New York continues to go down. Since last report the decline in New York has been almost 2c, making a total of about 6c since the top of the up-movement, which came with the report of the closing of the Suez Canal, and broke when the report was officially denied. The American decline has been accompanied by a dull market in London, and the outlook is for easy conditions all round until the end of the year, with the premium on spot becoming smaller with the large arrivals due in the latter part of the month. Montreal quotation: 45c-46c—weak.

Spelter on the Decline.—There has been a heavy movement in spelter recently, and prices in American markets have reacted sharply. Locally the influence has not yet been widely felt and quotations are maintained, although subject to reduction at any time. New York is quoting between 3c and 4c under last report, but it is noted recently that there has been a better consuming demand than at any time since the commencement of this recent collapse. Unless there is a change of sentiment on the part of consumers sufficiently strong to warrant some reaction, a decline in the Canadian quotations is to be expected. Montreal quotation: 22c-22½c—weak.

Lead Steady.—The local lead situation is steady, with a firm tone, despite the fact that there has recently been an easier feeling in American and London markets. New York reports a dull market, with several lots being offered by second-hands at a fraction under the Trust price—and buyers apparently difficult to find. Montreal quotation: 7¼c-7½c—firm.

Copper Continues Firm.—The local advance in copper, anticipated in sympathy with the recent upward movement of the American markets, did not materialize. The present situation is very firm on the old basis. A slight reaction in New York has been the chief influence, the quotations being off about ½c. New York reports the outlook for a dull market until the end of the year, as consumers are well bought and producers well sold. The general quietness in the situation concerning non-ferrous metals is attributed largely to the lim-

ited buying for new operations at this season of the year. Montreal quotation: 22½c—firm.

Antimony Easier.—In sympathy with a dull situation in the American market there is an easier tone to the antimony situation. New York reports conditions very quiet for spot, with more disposition shown to sell future and very little inquiry in evidence; prices are quoted fractionally off. Montreal quotation: 43c-45c.

Aluminum Stronger.—There is a firmer tone in evidence in the local market for aluminum. This is in contrast with the New York situation, there having been a fractional easing off in that quarter, but is quite logical in view of the narrow margin which has prevailed between the two markets for some time. Montreal quotation: 65c.

Solder Unchanged.—The solder situation is unchanged, although there is a slightly easier feeling in sympathy with tin. Quotations in this market are difficult to give on account of the fact that with the high prices and the tendency of buyers to keep there has been a tendency to shade ingredients, and thus offer a cheaper product. The following figures indicate the ruling prices for a product of standard quality:

Half-and-half	26c-27c
Strictly	28c-29c

Steel Situation Unrelieved.—There is no relief in evidence in the steel situation. The conditions represent a continuance of the state of affairs brought about by the attitude of the mills in refusing further business, and is only accentuated as time passes, and there is no change in this attitude. Orders for sheets, pipe, plates, etc., are evidently not wanted, and even where there are contracts, there are delays of three to four months on some of the deliveries. The outlook is that even when the manufacturers do come back into the market there will be deferred deliveries on many of the lines. In the meantime, the outlook is for continued advances on sheets, tubes, plates, and practically all the first products of iron and steel, with the prospect of these advances spreading further and further throughout the higher manufactures of these metals as time passes and stocks are exhausted. Wire seems to be more directly affected than any other item, and for the past couple of months nails have gone up almost regularly 10c per week.

Iron and Steel Advances.—Advances in the different items in the iron and steel list are made from time to time. This week Norway iron, band steel, toe calk steel, cast steel, and hoop steel are affected, while bar iron and steel and the other lines are all very firm and likely to go higher. Items affected with new prices and last advances are:

	New Price.	Advance.
Norway iron	$5 25	40c
Band steel	3 50	5c
Toe calk steel	3 20	10c
Cast steel	9½c	1½c
Hoop steel		25c

This advance in hoop steel is the second of 25c in the recent movement.

Black Sheets Again Up.—A still further advance on black sheets has been put into effect. This market has been firm on the recent increases, and these higher prices have been predicted. Unless there is some indication of relief as regards further supplies from the mills, still higher quotations may be expected. The new figures and the last advances are:

	New Price.	Advance.
10 gauge	$3 20	20c
12 gauge	3 25	20c
14 gauge	3 05	10c
16 gauge	3 10	25c
18-20 gauge	3 25	25c
22-24 gauge	3 35	25c
26 gauge	3 40	25c
28 gauge	3 50	20c

Boiler Tubes Advance.—The advance in boiler tubes, referred to for some weeks past, has finally gone into effect. Practically all sizes are affected, with the exception of the 3-inch. This advance is one of the direct effects of the situation in the steel and iron market. New quotations with advances are:

	New Price.	Advance.
100 feet, 1¼"	$14 00	$8 65
100 feet, 2"	10 00	0 40
100 feet, 2¼"	11 00	* ....
100 feet, 2½"	12 [illegible]	0 60
100 feet, 3"	13 30	....
100 feet, 3½"	16 25	0 70
100 feet, 4"	20 75	0 95

*Former price not given.

Tank Plates Again.—In addition to the advance of 25c on tank plates, referred to last week, there has been another increase of 15c, making the present quotation $3. The following is the present list for boiler tubes, with the increases of past two weeks indicated:

	New Price.	Advance.
Plates, ¼ to ½ inch.....	$2 75	40c
Heads, per 100 lbs.	3 00	40c
Tank plates	3 00	40c

Lead Pipe Advances.—The advance in the price of lead pipe this week came as no surprise. Although the lead market has recently been steady, it has been recognized that the increases a couple of weeks ago in the cost of raw materials had not been covered on pipe. The new prices are 50c higher, as follows:

Lead pipe	$10 00
Lead waste pipe	11 00

Brass and Copper Products.—The quotations on brass sheets ,tubing, etc., are firm on the higher prices recorded last week. Copper products are also very firm, with prospects of higher prices if there is a continuance of the present price of the metal.

Nails Still Higher.—Still another advance on wire nails is recorded this week. The price is now $2.90, as compared with $2.20 a few weeks ago. With this rapid advance, which is, of course, the result of the developments in the steel market, there has been a heavy buying movement. As is usual with a rising market, there have been warnings go out to the trade, with the result that stocks have been protected. At present it looks as though dealers were pretty well booked. Cut nails are steady on the recent advance to $2.70.

New List on Screws.—The manufacturers of screws have brought out a new price list covering substantial advances. This has not been unexpected for some time owing to the rising cost of raw materials. The new discounts are as follows:

Wood, F. H., bright, 85, 10, 10 per cent.

Wood, R. H., bright, 80, 10, 10 per cent.

O. H., bright, 80, 10, 10 per cent. off list.

Wood, F. H., brass, 67½ per cent.

Wood, R. H., brass, 65 per cent.

The Shoe Findings List.—There have been some complications as the result of the new list on shoe findings printed in detail last week. As has been pointed out, the new basis upon which it is figured makes it difficult for the average retailer to understand. For this reason there are negotiations with the manufacturers in the hope that a new net list may be brought out. In the meantime some of the wholesalers are going to the trouble to prepare a net list of their own.

Fence Wire Higher.—Further advances in the quotations for barbed and other varieties of fence wire have been put into effect. This is another increase following the developments in the steel situation. The new prices and recent advances follow:

	New Price.	Advance.
Barb	$ 3 85	35c
Plain twist	4 32½	...
No. 9, coil spring	3 50	15c
No. 9, plain galvanized	3 45	15c
No. 12, plain galvanized	3 65	20c
No. 13, plain galvanized	3 70	15c
O. & A., No. 10	3 16	15c
O. & A., No. 11	3 22	15c
No. 12, plain galvanized	3 65	15c

Smooth Wire Also.—There is an advance of 15c also on smooth steel wire, the new base being $3. The base with the principal advances above are as follows:

No. 0-9 gauge, $3 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Hay Wire Too.—Hay wire is also included in this week's wire advances, the increase here also being 15c. No. 13 is now quoted at $3.05; No. 14 at $3.10, and No. 15 at $3.20.

Staples are Affected.—Both bright and galvanized staples are advanced a further 10c, this increase being directly the effect of the higher quotations throughout the wire market. The new prices are as follows:

Fence staples, galvanized, in geks	$4 05
Fence staples, galv., 25-lb. boxes..	4 30
Fence staples, bright, in kegs....	3 20
Fence staples, bright, in 25-lb. boxes	3 45

Snow Shovels Advance.—Following the general advance on the shovel list, amounting to about 10 per cent., the rising cost of sheet steel thereby indicated has affected the price of snow shovels. There is a general readjustment throughout the list, the new figures being about 10 per cent. higher.

Valves Affected.—There has been a change on the discount allowed on Jenkins valves. Instead of the old basis of 45 per cent., the allowance is now 40 per cent. to 42½ per cent.

Galvanized Sheets.—Despite the advances already made on galvanized

sheets, the market outlook is that there are further price changes in an upward direction likely to be made. Mills are showing practically no interest in orders, and deliveries on contracts are being delayed. The future is very uncertain, and the prospect that until a supply is assured the quotations will tend upward.

Castor Oil Higher.—Several wholesalers announce another advance in the price of castor oil. The quotation of 20c a pound is now heard as compared with 15c a pound in normal times.

Rubber Heels Cheaper.—A decline in the quotations on rubber heels comes as somewhat of a surprise, considering the general tendency of the rubber market. The price is now $2 on men's and $1.75 on women's; former quotations were 25c higher.

Copper Rivets Strong.—As previously stated in these columns, there is a very strong market for copper rivets. The discounts are much more closely followed than formerly, and a change to a higher level seems the logical development of the situation.

Old Materials.—The market for old materials continues generally strong on the advances which have been recently announced. However, for scrap zinc there is a decline from 13½c to 12¾c. Scrap aluminum is being listed at 27c a pound.

Chloride of Lime.—Dealers handling chloride of lime have had great difficulty in getting supplies since the outbreak of the war. Prices are now a couple of hundred per cent. higher than they were before the conflict started, and deliveries from the manufacturers are far behind.

Christmas Lines.—There has recently been a heavy movement of goods suitable for Christmas gifts. So far this has largely been to the country districts, but in the last few days there has been some awakening in the city. Wholesalers report that practically everything in the hardware line which is suitable for a useful gift is in demand.

Cutlery and Plate Ware.—As Christmas favorites, cutlery and plate ware are finding a good demand, and there is also a good call for electric household appliances, etc.

Winter Lines.—The cold weather of the past few days, coupled with a light fall of snow, has caused a better movement of some seasonable lines. This is particularly noticeable in the city, where there has been a reluctance shown towards snow shovels, bells, etc. Both of the lines referred to are now going well, and there is a good demand for hockey sticks, while skates are attracting renewed interest after a lull.

Stoves.—There is a fairly satisfactory demand continuing for stoves. The bulk of the business is from the country, and in the city there is still a lack of interest shown despite the recent cold weather.

TORONTO

TORONTO, Ont., Dec. 9.—Although many important price changes have taken place this week, there is no change of any particular importance to notice in the general situation. Business in the hardware trade continues to improve and prices are firmer in many lines due to the gradual increase in cost of raw materials. The great success of the Dominion war loan should have a beneficial effect on business, as it shows that there is a spirit of confidence in the country, and incidentally a considerable amount of wealth available for commercial enterprises. Seasonable lines such as sleigh bells, skates and other winter sporting and Christmas goods are moving out very well. Heaters are in good demand and stoves are moving well. The trade is ready for the Christmas business and indications point to considerable activity during the holiday season. Colder weather will no doubt stimulate business in some lines. Some delay is reported in getting shipments of goods from the States owing to congestion on the railways; this is more noticeable with regard to car-load shipments.

NEW DISCOUNTS ON WOOD SCREWS

The advance predicted by Hardware and Metal on wood screws has materialized and the discounts quoted for Montreal, Toronto, Hamilton and London are now as follows:

Flat Head Bright—85-10-10% *off*
Oval Head Bright—80-10-10% *off*
Round Head Bright—80-10-10% *off*
Flat Head Brass—67½% *off list*
Oval Head Brass—65% *off list*
Round Head Brass—65% *off list*
Flat Head Bronze—60% *off list*
Oval Head Bronze—57½% *off list*
Round Head Bronze—57½% *off list*

Terms 2% thirty days.

Price Changes.—A number of important price changes have again to be noted this week. Notwithstanding the many advances which have been made during the past few weeks, the tendency is still in an upward direction. Conditions in the iron and steel trade do not improve and prices of finished and semi-finished steel continue to advance. A number of hardware lines are affected and consequently higher prices may be expected. Some of these advances have been predicated in Hardware and Metal; among these are the following: wire nails, lead pipe and wood screws. Other lines which have advanced include smooth steel wire, hay wire, oiled and annealed wire, fence staples. Makers have advanced prices of screw hooks and strap hinges, and jobbers will consequently be obliged to follow suit, although they have not fixed a new price as yet.

Iron and Steel.—The market is very firm and prices have a higher tendency all round. The volume of business being done is larger than it has ever been and the mills are unable to meet all the demands. The steel companies are booked up for months ahead principally on tonnage for shells, although a large export business is being done in other lines of steel products. The steel trade is passing through a period of prosperity, the like of which was never before experienced. The steel companies, although working night and day, cannot keep pace with the demand, and are therefore getting behind on deliveries. The demand for steel for shells is taxing the capacity of mills to the limit, but plants are being extended to take care of the increased business.

Prices on finished and semi-finished steel products are very firm and have a higher tendency. Lap-welded boiler tubes have advanced and boiler plates are expected to advance. Steel bars are very firm at 2.75c base and iron bars are 2.50c base, and higher prices are expected in the near future. Prices of Pittsburgh bars, plates and shapes are still withdrawn and the situation is unchanged.

In the United States market, the advance in prices continues, and the difficulties of quoting the market are increased by the inability of many producers, particularly on billets and wire rods, to take any of the business offered. As regards buying of shell steel, deliveries reaching to November, 1916, are now being considered in connection with business from one country in Europe. The market for large rounds is very strong but rather less active.

Pig Iron.—The market continues very strong and prices of all American brands of pig iron have advanced. It is reported that a shortage of iron is threatened, particularly at Buffalo. All quotations on charcoal irons have been withdrawn by the principal Lake Superior district producing interests. Lake Superior charcoal iron has advanced to $17.75 Chicago, and grey forge to $16.95 Pittsburgh. Hamilton and Victoria brands are firm but unchanged at $23 per ton.

Machine Tools.—The situation in the machine tool market is unchanged. Dealers are very busy figuring on shell equipments and have lately sold a number of lathes for machining 6-in. lathes. An interesting feature in the trade is the development of special machines for making shells and shell parts. This work is keeping a number of smaller machine shops actively employed and the larger concerns are also very busy turning out machinery for making shells. Machine shops continue to work at full pressure, both those making shells and those making machinery for shells.

Old Materials.—The market generally has a weak tendency, but prices are unchanged, except for No. 1 wrought iron, which is stronger and has advanced to $9.50. Heavy melting steel is in good demand, as also are the different grades of copper.

Metals.—There is an easier tendency in the market this week and both tin and spelter have declined. The tin market is dull in London, the weakness being attributed to the increase in visible supplies. The spelter market appears to be demoralized in New York, following a decline in London. The copper market is quiet and prices nominal. There is no change in lead and the market is dull.

Antimony has an easier tendency and aluminum is also unchanged.

Tin.—The tin market continues to decline to a more normal basis. The recent sharp advance was quite unwarranted and the market will no doubt get back to the price prevailing immediately previous. The visible supply is increasing and there is less fear of any shipments being lost through submarine operations. The local market is weak and has declined 1c, tin being now quoted at 45c per pound.

Copper.—The local market is very quiet and will probably remain in this condition for the next two or three weeks. The recent buying movement has died down and the tendency will be for consumers to stay out of the market for the balance of the year. The market has become a purely nominal one and quotations are unchanged at 20¾c per pound.

Spelter.—The market is demoralized in New York, and there is a lack of support on the part of the large interests. The market has been following London and a sharp drop there affected New York. Buyers are holding off and prices are nominal. Spelter is weak locally and has declined 1c, being quoted at 20c per pound. Zinc ore is quoted from $100 to $115, Joplin, Mo.

Lead.—The market is dull and featureless, the "Trust" price of 5.25c being still held at New York. Local quotations are unchanged at 7c per pound.

Antimony.—The market is dull and prices remain about the same on all positions. Antimony is unchanged locally at 40c per pound.

Aluminum.—The market is easier, but prices are unchanged. Supplies of aluminum are coming in rather more freely, which will have a tendency to weaken the market. Local quotations are unchanged at 65c per pound.

Solder.—The market is weaker, following the decline in tin, and prices have declined approximately 1c per lb. Prices of solders are given in the current market quotations.

Wood Screws Advance.—In a recent issue of Hardware and Metal it was stated that higher prices for wood screws were expected on account of the increase in cost of raw materials. The new discounts are shown in a panel elsewhere and represent an advance of about 7½ per cent.

Wire Nails Again Advance.—After the last advance in wire nails it was stated in these columns that a further advance would be made. Wire nails are now $2.85 base for keg, representing an advance of 10c. Considering the conditions prevailing it is highly probable that wire nails may still go higher within the next month or two. Cut nails are firm at $2.90 per keg, a new price quoted last week.

Wire Advances.—Higher prices for smooth steel wire were announced quite recently. This has been followed by another advance of 15c, making the new price for No. 0-9 gauge $3 base.

O. & A. Wire Also Advances.—On account of the advance in smooth steel wire, new prices have been made for oiled and annealed fence wire. The new prices are 15c higher and are given below. Prices of barb, coil spring and galvanized wire are still withdrawn and quotations are for immediate acceptance only.

O. & A., No. 10	$3.16
O. & A., No. 11	3.22
O. & A., No. 12	3.25

Hay Wire Up.—Hay wire in coils has advanced 15c, following the advance in wire. The new prices are as follows: No. 13, $3; No. 14, $3.10, and No. 15, $3.20.

Lead Sheets Higher.—An advance has been made on lead sheets which are now quoted as follows:

Sheets, 3 lb. sq. ft.	$9.50
Sheets, 3½ lb. sq. ft.	9.25
Sheets, 4 to 6 lbs. sq. ft.	9.25

Lead Pipe Higher.—Higher prices are announced for lead pipe, which has advanced 50c per 100 pounds. The new prices are as follows: Lead pipe, $10, and waste pipe, $11 per 100 pounds.

Fence Staples Advance.—Fence staples have again advanced and are now up 10c per 100 pounds. The new prices are as follows: Fence staples, galvanized, in kegs, $4.05; in 25-lb. boxes, $4.35; bright, in kegs, $3.20; and bright in 25-lb. boxes, $3.45. Poultry netting staples are unchanged.

Screw Hooks. — Manufacturers of screw hooks and strap hinges have raised their prices, so jobbers will make an advance in the near future.

Fittings.—Prices of malleable and cast iron pipe fittings are very firm and it is possible that before the end of the year there will be a revision of discounts in an upward direction.

Galvanized Sheets.—The situation in the galvanized sheet trade does not improve. Manufacturers are handicapped by a shortage of steel, which affects black sheets, a scarcity of acid, and the high price of spelter. Prices are very firm at the recent advance and there is every probability of another advance in the near future unless the situation becomes considerably easier.

Wrought Iron Pipe.—The market is very firm, but prices are unchanged. The continued advance in iron and steel will probably make it necessary for pipe makers to raise their prices. The current price list is given in the market quotations.

Raw Furs.—The outlook in the raw fur trade is promising. At the beginning of the present season, dealers were pretty well cleaned out of fur; there will thus be a good demand to replenish stocks. A good demand is anticipated for manufactured furs, a corresponding demand for raw furs is thus expected. The quality of the furs, considering the early season, has been unusually good and a large catch is anticipated, as last season the trappers were not so active and the catch was light. There is now, of course, a duty on furs which will be an advantage, as there will be a better market for Canadian-caught furs when for domestic consumption. Altogether, prospects in the trade look good and higher prices are expected to rule for all kinds of furs.

Cutlery.—The cutlery situation in Sheffield, England, is daily getting more acute. Manufacturers are advising that orders can only be accepted at prices prevailing on date of shipment. The difficulty of getting shipments is increasing owing to shortage of ocean tonnage. Local stocks of cutlery are fairly good, but some grades of pocket knives are practically out of the market.

LONDON

LONDON, Ont., Dec. 9.—Christmas lines are moving well, and there is a good demand for winter hardware lines. There is a scarcity of some lines of cutlery, and finished and semi-finished steel goods, but no serious shortage.

Many important price changes have taken place this week. Wire nails, O & A wire, fence staples, fence hooks, poultry netting staples have all advanced in price. Wood screws have advanced 7½ per cent. in bright and about 20 per cent. in brass. An advance in glass is expected by next week. Prices on poultry netting are withdrawn as announced some time ago and new quotations have not yet been issued.

Wire and Nails Advance.—An advance of ten cents per keg in the price of wire nails has gone into effect and the new price is $2.85 base. Cut nails are now quoted at $2.95 base. O & A wire has advanced 15 cents per 100 pounds and is quoted at $3 base. Net prices on some sizes are as follows:

No. 10, $3.16 per 100 lbs.; No. 11, $3.22 per 100 lbs.; No. 12, $3.30 per 100 lbs. Hay baling wire, No. 14, is quoted at $3.40 per 100 lbs. Although no change has taken place this week on galvanized fence wire, higher prices are expected in the very near future. Barb wire is quoted at $3.30; No. 9, galv., $3; No. 12, galv., $3.15; No. 13, galv., $3.25. No. 9 coil spring is quoted at $3.05.

Staples and Hooks Advance.—Fence staples have advanced ten cents per keg and quotations are now as follows: Galvanized, in 100-lb. kegs, $4.05 per 100 lbs.; 25-lb. boxes, $4.30 per 100 lbs.; bright, in kegs, $3.20 per 100 lbs.; 25-lb. boxes, $3.45 per 100 lbs.; fence hooks are now quoted in kegs at $4.05 and in 25-lb. boxes at $4.30 per 100 lbs.

A new price has been issued on galvanized poultry netting staples, and quotations are now as follows:

100-lb. kegs, $6.05 per 100 lbs.; 50-lb. kegs, $6.35 per 100 lbs.; 25-lb. kegs, $6.45 per 100 lbs.; 10-lb. kegs, $6.85 per 100 lbs.

Screws Advanced. — Bright wood screws have advanced 7½ per cent.; brass screws have advanced about 20 per cent. New discounts are as follows:

Flat head, bright, 85, 10, 10 per cent.; Oval head bright, 80, 10, 10 per cent.; round read bright, 80, 10, 10 per cent.; flat head brass, 67½ per cent.; oval head brass, 65 per cent.; round head brass, 65 per cent.; flat head bronze, 60 per cent.; oval heal bronze, 57½ per cent.; round head bronze, 57½ per cent.

WEEKLY PAINT DEPARTMENT

Accounting For Big Increased Sales

Eugene Codere, Sherbrooke, Que., Gives Reasons Why Some Lines Have Shown Increases of From 25 to 100 Per Cent. Annually—Aluminum Paint Trade Jumped 500 Per Cent. in Five Years—Boosting a Good Line

"WHAT is the secret of of a successful paint department?" This question was put to Eugene Codere, president of the Codere Hardware Co., Sherbrooke, Que., whose new store was described in last week's issue of Hardware and Metal. "We find," he said, "that the best way to push paint is to keep only one brand, but that must be a good one. When you carry half a dozen lines, and you show Smith's brand, Jones', and then Blank's, he invariably asks 'which is the best?'

"Now, when a clerk is confronted with that question, he is liable to be fooled if he doesn't know for sure which is the best. We keep just one brand, a brand that is advertised, and we know it's the best—that's enough. I am sure of this, that if we handled what was not thoroughly reliable we could not do so well in this department.

"While we handle only one brand, we carry two qualities. Invariably we can show the customer that it pays him to use the best paint. How? Well, we point out that it is easier to spread for the man who lacks experience, and it is a color that will not fade as quickly as the cheaper kind.

A 25 Per Cent. Increase

"Our efforts right along have been centred on selling more of the good paint, and less of the cheaper one. We have done considerable advertising locally in conjunction with the manufacturers. This has resulted in a twenty-five per cent. increase in the sale of good paint annually for the past five years. Even with the fire this year, which destroyed our premises, our increase was 25 per cent. Five years ago we sold 400 gallons of each per year; this year the output was 1,800 gallons of the better quality and 500 gallons of the cheaper one. Thus, five years ago as much of one was sold as the other, whereas to-day the sales of good paint are nearly four times those of the cheaper quality.

Have Fewer Complaints

"It pays us, because the best kind gives us a bigger profit, and it pays the customer as well. There are far less complaints. It used to be that a man would come in and purchase a cheap can of paint and find it unsatisfactory. He brought it back, and we either had to return it to the manufacturers or sell it as a job."

"Have you noticed increases in any other line of this department?" Mr. Codere was asked.

Big Jump in Sales of Linoleum Varnish

"One of our biggest increases," he replied, "has been on linoleum varnish. The public are beginning to appreciate what a splendid thing this is for preserving their linoleums. It stops the wearing. We tell our customers that if they use this preparation, their linoleum will last twice as long. It is the same as hardwood; if you keep it waxed it will last much longer and look better than if you didn't.

Advice to Customers

"There has also been considerable improvement in the demand for ready-mixed varnishes for furniture. When a man comes in for varnish and tells us it is for a bureau or a chair, we advise him we have something that will make his furniture like new. Instead of selling him plain varnish, we give him a varnish stain, which takes out the spots, and gives a shine like the common varnish would. The customer always appreciates this advice; often we have women come back and tell us it is the best thing they ever had for that purpose.

"The sales on this line have been jumping 20 per cent. a year, and we have been handling it for eight years. We used to sell five or six dozen, whereas now we sell a hundred dozen. This has been done by simply handing out advice to customers, who tell their friends, and who in their turn come to the store for the same varnish as their friends have had.

A 500 Per Cent. Increase

"In this part of the country we sell a lot of aluminum paint. There are very few houses that do not use it for the stove pipe, the hot water tanks, and all the piping. There are some people who paint their stoves with aluminum paint."

Mr. Codere drew attention to the fact that this paint had been used in his new store, and that it was almost impossible to distinguish the pipes when the light was on.

"We push this line, and the sales have jumped 500 per cent. in five years. It is coming more and more into use as a substitute for black japan. It is rather inexpensive, too, as it goes a long way. I think it looks neater than black, and is not noticed so much.

A Panel for Brushes

"As regards brushes: we have not been conspicuously successful with this line in the past, partly, I think, because we did not display them. In the new store we are having a special panel inserted in the wall next the paint department, which I have no doubt will have a beneficial effect on the sales."

OUTLOOK IN PAINT TRADE

Optimism is the prevailing note in the paint trade to-day, and this is no doubt the correct attitude to take. The mainstay of the trade for the next six months at least will be the country trade and this is an important factor, as spring bookings will occupy the attention of manufacturers and dealers during the coming months. There is no doubt that conditions in the country districts are distinctly satisfactory. Record crops have been gathered in which spells prosperity to the farmer and enables him to buy those goods necessary for the upkeep of his property.

Many factories in the smaller industrial centres as well as the cities are actively engaged on war orders which brings wealth to the centres affected. Paint being an important factor in the preservation of buildings and plant must therefore be used and can be purchased as financial conditions will permit.

It is generally agreed that there is a more confident spirit prevailing throughout the entire community than existed say twelve months ago. Dealers have not been slow to notice this and are prepared to carry heavier stocks, knowing that the chances are in favor of their being disposed of. The probability of higher prices for mixed paints is a further incentive for placing orders now. A rep-

The Preference of Practical Painters

"STEEL GRIP"

PAINT AND VARNISH BRUSHES

"The big essential to better brush sales."

If you handle them you know it and will continue to profit thereby.

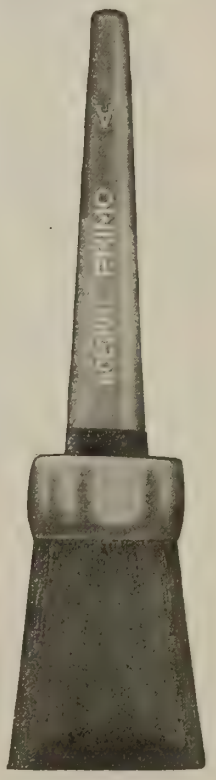
If not—don't delay getting in line for more business.

"THEY ARE GUARANTEED"—
THE BRISTLES CAN'T COME OUT

Our travellers carry a complete line of samples and will be pleased to show them and quote you prices.

The Boeckh Bros. Company, Limited
TORONTO, CANADA

Made in Canada for 60 years



Your Store is What You Make It—

Conduct business on the quality and value basis and trade comes easily.

When it comes to paints and varnishes, you'll take the right step by securing the agency for

Jamieson Line

It has never disappointed and it never will. We realize that the more our agents sell the more business we'll get, and therefore put forth our most diligent efforts to produce and maintain a superior quality of product.

Write for our proposition.

R. C. JAMIESON & CO., Limited, MONTREAL, CANADA
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

resentative of a prominent paint house in Montreal stated recently that although this year's business had been better than was anticipated, next year, by all indications, would be a record. His opinion was based on conditions as he had found them during an extensive trip through the Province of Quebec and the Maritime Provinces.

WEEKLY MARKET REPORTS

(Continued from page 45.)

WINNIPEG

WINNIPEG, Dec. 9, 1915.—With the first week in December past, the jobbers of Winnipeg, state that Hardware and Metal's predictions for an increased amount of business are being upheld. The rush of orders has not stopped in any way and it would seem as though the results for this month will exceed all former calculations. There is a big demand for all lines of Xmas cutlery and sporting goods and the Xmas trade this year will far exceed the business of the past couple of years.

There are quite a number of changes to report this week and a note is made of same herewith.

Black sheet steel prices have advanced 45c per 100 lb., this being due to the scarcity and increased cost of the raw material. No. 28 gauge is now quoted at $4.05 per 100 lbs.

Galvanized Sheets.—It was only to be expected that this line would increase in price as black sheets have increased in price, and are very difficult to procure. Apollo galvanized sheets are now 40c higher than our last quotation, the price to-day for 10¾ oz. being $6.25 per 100 lbs.

Shovels and Spades.—New prices have been made in these lines by D. F. Jones Mfg. Co., and the Canadian Shovel and Tool Co. The Jones polished square point is now being quoted at $9.05 per dozen and the Fox and Olds being quoted at $7.70 per dozen. In addition to these lines, snow shovels have also advanced proportionately.

Canada Plate.—The half polished show an advance of 20c per box, and the full polished 5c per box.

New base prices have also been made on bar iron of $3, sleigh-shoe steel $3.25, spring steel $3.75, machinery steel $4 and Black Diamond tool steel $9.50.

Linseed Oil.—The $1 mark has been reached and passed in to-day's quotations for this commodity. Boiled linseed oil now selling at $1.01 per gallon, with the raw oil 2c less.

Wire Nails Advance.—Wire nails have again advanced 10c per keg and manufacturers seem to feel that further advances will be in order before many weeks. Other lines of wire products to be affected are bright annealed, oiled and annealed, tinned and coppered wire, which each show an advance of 15c per 100 lbs. Fence staples have also advanced another 10c per keg.

The wire market seems to be very steady under the influence of the recent advances, and it would appear that with the enormous demand these prices will not hold good for any great length of time.

Prices have been made on different lines of belting, grease cups, and oil cups, and various other lines of thresher supplies for the coming year, and we think it would be well for all merchants to protect themselves at to-day's ruling figure. We cannot anticipate just to what extent the markets of these various lines will be affected, but it is safe to assume that after the first of the year there will be revised quotations made on all lines into which steel, brass or copper enter the manufacture.

SHEET METAL WORKERS' COURSE

(Continued from page 38.)

apart equal to the width as at E F or G H. Draw a line at right angles to P R, connecting it to S T. From P and S mark off the distance B-1 on side view and from the point 1 when obtained, mark off the distance 1—D on side view, connect the points thus obtained as at R T, thus completing pattern on line B—D.

The end to which round pipe collar is attached is a square having two of its sides equal to C—D in side view and the other two sides equal to G H in front view, as shown by C—D and G—H. Outside these lines are marked the laps required to attach end to body of bullhead. When putting together as shown the laps are cut off on a good angle at the corners, and are then formed as shown at X. When the end is slipped on body, it leaves the corners of body clear of the laps on the bottom. These are then turned in with pein end of the hammer, thus holding bottom on securely.

To obtain patterns of piece shown in Fig. 2 it is first necessary to draw the side view and a front view. In this case let A B C D be the side view and E F G H the front view. As the back of side, as on line A C, is straight, it follows that the front view, E F G H, is outline of pattern required for the back as shown on line A C. To obtain pattern on line B—D draw a line as X—X on this line; mark off the distances B—1, 1—2 and 2—D on line B—D of side view; draw lines from these points on line X—X and square from it on both sides. Divide front side in equal parts as shown by line P—S. From this line measure the distance to E or F and mark same on line B drawn from line X—X. As the distance from line P—S is same at E and F and at 1 and 2, mark same distance again on line 1 on both sides of line X—X. Measure from line P—S to point 2; in this case point G and H correspond to point 2. Mark off this distance from X—X on lines 2 and D; connect the points and complete outline of pattern of front as shown by B—D of side view.

To obtain pattern of the two sides, in this case both sides are alike. Draw a line as K—L. On this line mark off distances E to 1, 1—2, and 2 to G of front view; from these points on K—L draw lines at right angles, extending them out at least the width of pipe. Measure the distance from A to B and 1 to 1 on side view—in this case they correspond—and mark out from line K—L on lines K—M and 1—1; measure distance 2—2, and C—D on side view and mark off from K—L on lines 2—2 and L to N as shown. Connect points, completing outline of pattern of side.

A CENT'S WORTH OF ELECTRICITY

(Continued from page 36.)

cleaner has solved the problem of the horrors of housecleaning; it can be kept busy with the aid of electricity for a cost of two cents per hour. The electric fan will bring a good imitation of country breezes to the home or office in the heart of the city and the cost of operation is from one cent per hour to five hours for one cent.

In making these illustrations of cost of operation the humble cent is taken as the smallest fraction of our coinage system. However, it can be explained that it is not necessary to use up one cent's worth of electricity every time the appliance is used. A curling iron heated at a cost of half a cent an hour could be used for many days for a humble penny.

Make a Display

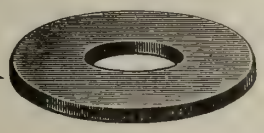
The theme of this article is to show the retailer where he can create a nice little side line by making his customers properly acquainted with electrical appliances, what they will do and the cost of making them do it. This is based upon lack of general knowledge of operating cost of the articles referred to. And yet this lack of knowledge can be made a material asset from an advertising standpoint. An attractive display of these appliances where the public can examine them is bound to attract attention if for no other reason than curiosity; that curiosity can be turned into buying interest with a little initiative in salesmanship. People know of these new inventions through seeing attractive illustrations in advertisements in our leading publications; they know of them, but not about them. Retail merchants by studying the advertisements in the trade papers can learn a great many selling points regarding the leading electrical devices that are being offered to the trade.

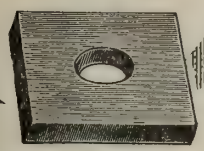
A CORRECTION

On page 36 of the December 4 issue of Hardware and Metal it was inadvertently stated that A. A. Letellier, of the Kingan Hardware Co., Peterborough, had secured fourth prize in a window display contest. The item should have stated that Mr. Letellier had won third prize.

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

THE friendly attitude of the Architect and Painter toward Berry Brothers' Architectural Finishes is one of the reasons why they are so safe and satisfactory for the dealer to handle.

The underlying cause of the favor shown to our products is their earned record for quality and dependability.

The label of Berry Brothers is accepted without question as a guarantee that all products sold under it are right.

Here are four quick-selling staples of the painters supply trade:

Luxeberry White Enamel

Makes a permanent snow-white finish in either dull or gloss effects.

Liquid Granite—for floors

Makes a smooth, satiny finish, is mar proof and easily kept in perfect order with a floor mop. Also adapted to all interior work exposed to hard wear, such as bath-rooms, window sash and casings, etc.

Luxeberry Wood Finish

—for general interior work

Develops and preserves the grain of all woods and makes a permanently beautiful finish.

Luxeberry Spar—for exterior use

Made especially for durability under outside exposure, ront doors, store fronts, marine finishing, etc.

Write for price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(195)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 9.—The close of navigation, together with the setting in of actual winter, not to mention the holiday season, deflects practically all the hardwareman's interest in the paint trade to the spring situation. Dealers report that conditions are satisfactory, and that there is a good volume of orders being booked. In this connection there is a marked improvement over a year ago, and the outlook is for a better spring season, although a normal demand cannot be looked for while the abnormal conditions prevail. An important factor is the fact that prices on ready-mixed lines, while high, are very firm. There is nothing to indicate that there will be any material relief for some months at least, while, on the other hand, a continuance of the present high cost of raw materials is likely to result in even higher prices and further advances would be certain to have this effect. At the present cost of manufacture, paint is a very good buy and the trade seems to be appreciating this.

Linseed Oil.—There has been little change in the general situation in the linseed oil market. For several days the fluctuations have been within a narrower range with the general tendency firm. To the trade the big spread in quotations as between the different jobbers continues, some following the market and others being satisfied with encouraging a larger share of the small demand by basing profits on low price stocks (bought before the advance) and taking much lower figures. Thus there is still the high quotation of 87c and 90c for raw and boiled respectively, and this is said to be quite warranted by the present position of flax, while one firm maintains the old figures of 79c and 82c. Between the two there are different quotations from practically every jobber with the majority, seemingly, about half way between. The usual allowances are made on the different prices for quantities above the single barrel.

Turpentine.—There is still a firmer tone noted in the turpentine market with the different jobbing houses drawing closer together in their quotations. The result is that the range in prices is narrower with the top figure of 83c pretty well maintained. The following figures indicate the market:

1 barrel lots 82c-83c
2 to 4 barrel lots 81c-82c

White Lead.—The market for white lead is steady at the recent advances and there is no indication of easier prices for futures, unless there is some unlooked-for development. This firmness as regards futures is indicated in the fact that the heavy consumers are placing orders freely for spring delivery. To the general trade there is little movement at this season. The basis is $10.05 with 30c added for less than tons.

Gasoline and Benzine.—There are important advances this week in gasoline and the movement has continued fairly active on the rising market, despite the close of navigation. The new and old quotations are as follows:

	New	Old
Gasoline in wood	26c	24c
Gasoline in drums	23½c	21½c
Gasoline, tank wagon	23c	20½c

Oils Firm.—There have been heavy advances in the prices of crude oil, amounting to something like one hundred and fifty per cent. since the outbreak of the war. Under this influence the market for refined oils has been very firm and it is expected that advances will not be much longer deferred.

Paris Green.—Although the new quotations for Paris Green will not be out for a month or so, there is considerable interest in the market. Reports indicate that owing to the difficulty in getting materials and the higher cost thereof that the new prices will show an advance.

TORONTO

TORONTO, Ont., Dec. 9.—An interesting item to note this week is the new window glass list which went into effect on December 8. It has been claimed by jobbers for some time that higher prices were inevitable. The cost of glass, so the jobbers state, had become so high that the margin of profit was too small to make the business at all attractive. Linseed oil has advanced again, and the flax seed situation is becoming serious, as supplies are scarce and coming forward in very small quantities. Turpentine has also advanced, and the market is very firm. Mixed paints are unchanged, but firm, as nearly all raw materials have advanced since the last change. Business in the trade for immediate shipments is quiet, but prospects for spring bookings are good.

Linseed Oil.—The market is upset on account of the flax seed situation. The flax acreage was comparatively small, and a considerable quantity of seed still remains in the farmers' hands, seed consequently is scarce and high. There is practically no seed coming to the crushers, and little prospect of any quantity for some time to come. Crushers cannot say what oil would cost to produce at the present price of seed, and there is very little linseed oil in the hands of the jobbers at the present time. Consequently the oil market is very firm, and higher prices are anticipated. Oil has advanced 2c this week, and the range varies from 84c-87c to 87c-90c. The following prices are more generally being quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	87c	90c per gal.
3 to 5 barrels	86c	89c per gal.
6 to 9 barrels	84c	87c per gal.

10 barrels and over, open.

Turpentine.—The local market is very firm, and prices have advanced 2c per gallon. The market at Savannah is higher and very firm. Stocks of turpentine in Toronto are light, and there is very little demand, but the primary market is holding the local market firm. Resin is high, and the market very firm. Resin "G" quality is quoted at 3½c per pound gross weight. The following prices are being quoted for turpentine in Toronto: 1-barrel lots, 87c; 2 to 4-barrel lots, 86c; and 5-gal. lots, 94c per Imperial gallon.

Glass—New List Issued.—There is practically no Belgian glass on the market, and dealers have been paying high prices for American glass, but selling at the old list until very recently, when some slight increases were made for certain sizes. The new list is practically the same in form as the American list, and is based on American costs. The breaks have been revised to suit new conditions, and are now on a more equitable basis. The new prices represent an advance of approximately 25 per cent., and are given in the current paint market quotations.

Gasoline and Benzine.—Crude oil has passed the $2 mark, and is still going up gradually. It is, therefore, more than likely that gasoline will advance in the near future. There is a scarcity of gasoline owing to curtailment of production in Europe and increased consumption on this side. Gasoline is quoted at 25½c and benzine at 25c per gallon.

White Lead.—The market is firm at the last advance. The pig lead market, although weaker, is unchanged.

Putty.—The scarcity of whiting and high cost of same, owing to high ocean freight rates and shortage of labor, is making the price of putty very firm. Linseed oil is also getting more costly; putty may as a result be advanced. The following prices for standard putty in less than ton lots are being quoted in Toronto.

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

B-H

The LEAD Element
and
The ZINC Element
in
B-H "English" Paint

B-B

Every ounce of every pound of all the white base in every can of B-H "ENGLISH" Paint contains 70 units of pure BRANDRAM'S B.B. GENUINE WHITE LEAD to 30 units of pure White Oxide of Zinc. This gives B-H "ENGLISH" PAINT its character and herein it differs from all *other paints*.

There is a point where the excess of any one ingredient is liable to injure or neutralize the effect of the other ingredients. That's why 30% and 70% become the right proportion of White Lead and Zinc in the best house paint.

B-H "English" Paint

Our absolute guarantee of these proportions gives the dealer a forcible and effective selling argument. Write us to-day about our selling plans for 1916.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb......62—65
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2 30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless. 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $9.75; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London. St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless. Aluminoid, Mogul. No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal.. 0 25 0 25
Drums, gal. 0 23½ 0 23

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 50 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50-7½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 55 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 p.c.
Coach and Lag Scraws, 70 p.c.
Skein Bolts, 65-5 p.c.
Square Head Blank Bolts, 50-7½ p.c.
Bolt Ends, 50 p.c.
Plow Bolts, 55 p.c.
Elevator Bolts, 55 p.c.
Fancy Head Bolts, 45 p.c.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 45 p.c.
Nuts, square, 3¾c off list.
Nuts, hexagon, 4¼c off list.
Stove rods. per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 46
Rods, base ½ to 1" round 0 44
Tubing, seamless base ... 0 44½
Tubing, iron pipe size, 1" base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2. ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 55
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.
Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 17½%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. ..... 34 75 ....
Copper sheet, planished, 14x60 base. 41 25 31 50
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 5, Star 0 50
No. 6, lb. 0 29
No. 7, lb. 0 28
No. 8, No. 9, No. 10, No. 12 0 27½

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 3 25
All bright, 52 sheets...... 4 60

	Galvanized Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

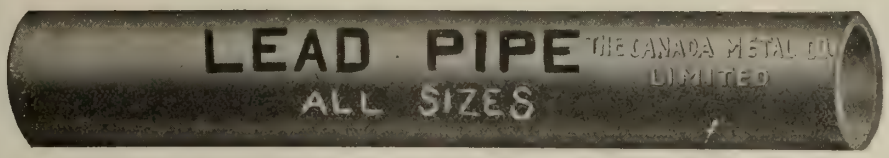
CLOCKS, ALARM

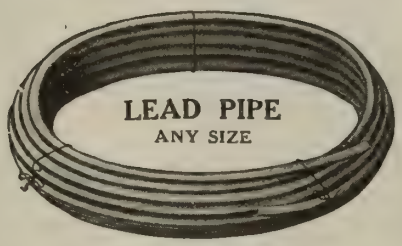
Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

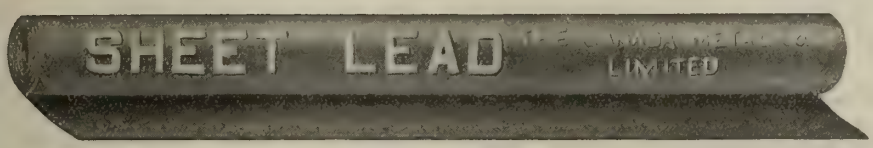
CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.







We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

MOORE'S

House Colors

Working for your Customers' interests is sowing seed for a big harvest for your own.

Sell them a paint that is reasonable in price and satisfactory in service and it's a certainty that they'll come to you for their future requirements.

You do a good service when you sell Moore's House Colors

for their price and durability appeal strongly to all users.

They have proven a big success in every section of the country and for all classes of work.

Let us send you details of our agency proposition.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American... 75
Kearney & Foot, Arcade... 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond ....60—10
Delta Files 62½
Nicholson ....60—10
Globe 75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per cent.; bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60%.

London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Pressed Steel 0 75
Hollow and pressed steel.. 0 75
Solid 1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 24
Drums 0 21½
Tank wagon 0 20½

Toronto.

Any quantity, in bbls...... 25½
Drums, 40-gal., per gal.... 23½
Tank wagon 22

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15
Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..$ 7 75
Russett rope shank, 1¼ in. 9 25
Black rope shank, 1 in.... 8 00
Black rope shank, 1¼ in... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over...... 0 06½
Masons, 5 lbs. and over... 0 06½
Napping, up to 2 lbs..... 0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82
Axe, No. 1 hickory, doz..... 2 04
Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr..... $7 50
R. W. No. 117 P.D. Hanger, full set 2 75
R. W. No. 321, per doz. pr. 12 00
Stearns wood track, Special.

Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25
Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.....	$1 20	$1 00
5 in., doz. prs.....	1 45	1 10
6 in., doz. prs.....	1 75	1 20
8 in., doz. prs.....	2 10	1 60
10 in., doz. prs.....	3 75	2 65
12 in., doz. prs.....	4 65	4 50
14 in., doz. prs.....	5 30	4 65
Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 25
Over 14 in., per 100 lbs.... 4 50
Extra hooks for above, ⅝ in., per lb. 5½
Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40
Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40: "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25: toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50· No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25: "Sharp" No. 1 and smaller, $1.75; No. ? and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 45	2 95
Horseshoe iron, per 100 lbs.	2 45	2 85
Norway iron	5 25	4 50
Mild steel	2 55	2 75
Band steel	2 50	2 45
Sleigh shoe steel ..	2 55	2 60
Domestic	2 30	2 50
Reeled machinery steel	3 10	3 50
Tire steel	2 65	2 75
Toe calk steel	3 30	3 50
Mining cast steel, per lb.	0 07¾	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 13½	0 17
Spring steel	3 10	....

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06
⅝ to 11-16 .... 0 05¾
¾ to 1 7-16 .... 0 05¼
2 to 3 .... 0 05

Montreal, 30%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 25
72x30, 26 gauge, case lots. 10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Ideal Electric, each 2 85
Gasoline Sad Irons, each.... 3 50
Ideal Gasoline, each 3 15
Dover Electric, net 3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock .... 12c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Mechanic .... 25c ft.
Hercules .... 23c ft.
Decorator ....18c and 20c ft.
Perfect .... 22c ft.
Chair Ladders, each $2 00
B.T. Standard .... 16 ft.
B.T. Economy .... 12c ft.
B.T. Iron Bound, 4-9 ft.. 25c ft.
B.T. Iron Bound, 10-14 ft. 30c ft.
B.T. Iron Bound, 15-16 ft. 40c ft.
B.T. Iron Bound, 17-20 ft. 50c ft.
Crescent .... 15c ft.
Household .... 11c ft.
Standard .... 19c ft.
Electrician .... 25c ft.
Heavy duty .... 45c ft.
Extension .... 23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each 1 96
20 ft., each 2 40
8 ft., each 0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $10 40
Banner Junior 10 20
Climax 5 00
Trulite 7 25
Wrightlights 7 25
Beacon 7 25
No. 2 or 4, plain cold blast 7 25
Short globe, pattern 7 25
Cold blast, japanned 7 75
Brass, well japanned 9 65
All brass 24 25
Little Boos A C., doz...... 2 00

LANTERN GLOBES.

Cold blast, short 0 60
Cold blast 0 60
Cold blast, London 0 50
Prism globes 1 20
Cold blast, short ruby 2 00
Cold blast, common ruby... 2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath 0 11
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 19
25-gauge, galv. metal lath.. 0 21

LEAD.

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	9 00	9 50
Sheets, 3½ lb. sq. ft.	8 75	9 25
Sheets, 4 to 6 lbs. sq. ft.	8 75	9 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

List Each

Canadian ....$ 5 00
Dowswell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
Waverley 10 00
New Century, style A 9 00
New Century, style B..... 10 00
New Century, Power, style D 24 00
New Idea, style B 11 00
Playtime, engine drive ... 11 00
Ideal Power 16 00
Seafoam, electric 60 00
Seafoam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 .... 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
Hydro, One Tub, engine drive 26 00
Low pressure water motor washer, each 16 00
Connor ball-bearing, with rack 10 25
I X L 10 00
Gem 8 75
Winner 8 00
Connor Improved 5 00
Jubilee 4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling	Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

Strongest

The BT Step Ladder has an all-Steel Top and the Steel Hinge is riveted to it. This holds the risers firmly, and preserves the ladder years after any other ladder has become weak and wobbly.

Safest

Every step is braced with an iron rod and bound to the sides with a galvanized steel plate. The back, too, is bound with iron. The BT Ladder must stay rigid even when given the very roughest usage, indoors or outdoors.

Best

Recommend the BT Iron Bound Step Ladder to your customers. It outlasts a dozen of the cheaper styles. They will always find satisfaction in using it, for they can climb to the very highest step without wobbling or tilting and without fear of a fall.

We also make BT Extension and Fruit-picking Ladders—BT Well and Cistern Pumps, BT Washers and Power Washers, BT Ladders, BT Water Bowls and Tanks, BT Hay Carriers, BT Oat Bowls and Feed Racks, BT Barn Door Track, BT Grain Grinders, BT Butter Workers, and Butter Boxes.

Be sure that you have the BT General Catalog No. 23.

Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

BT Stands for BesT

BT

BT Stands for BesT

MALLETS — Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED — Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.75 base; Montreal, $2.80 base; London, $2.55 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.20, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING — Per rod

Invincible, 1640 .... 0 43
Invincible, 1848 .... 0 48
Invincible, 2060 .... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM — Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 50

OIL

Can. prime white petrel	0 13	0 12½
Royalite	0 13	0 13
Palacine	0 15½	0 16½
Castor Oil, per lb..	0 15½	0 16½
Black Oil (Summer)	0 12½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10 per ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. comp's, No. 1, 12c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 08¾
Coarse, sewer, lb. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 28-30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 35
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count — Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 28	$ 3 69
½ in.	2 80	4 46
¾ in.	3 22	5 46
1 in.	4 76	8 08
1¼ in.	6 44	10 95
1½ in.	7 70	13 06
2 in.	10 36	17 58
2½ in.	16 38	27 79
3 in.	21 42	36 31
3½ in.	25 76	43 70
4 in.	30 52	51 78

Lapweld

2 in.	$ 11 84	$ 19 06
2½ in.	16 97	28 37
3 in.	22 19	37 10
3½ in.	26 68	44 62
4 in.	31 61	52 87
4½ in.	39 37	64 14
5 in.	45 88	74 74
6 in.	59 52	96 96
7 in.	80 92	132 10
8 in.x25 lbs. per ft	85 00	138 75
8 in.x28 lbs. per ft.	97 92	159 84
9 in.	117 30	194 48
10 in.x32 lbs. per ft.	108 80	177 60
10 in.x40 lbs. per ft.	140 08	228 66

PIPE (LEAD)

Lead pipe, $10.
Lead waste pipe, $11.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 40
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs.	3 00	3 00
Tank plates, 3-16 inch	3 00	2 85

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH — Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 67½%.

Iron burrs, 67½%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING — Per roll

Tarred felt (7-10-16 oz.)....$2 40
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal, in barrels 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05

F.o.b. Toronto, London, Montreal.

ROPE — lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11¼
Single lath yarn basis 10¾
Double lath yarn 11¼
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 11½
Italian rope basis 28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 23

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) — Doz.

D Handle ....$ 3 50
L Handle 3 50

SCRAPERS. — Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 10%.
Wood, R. H., bright, 80, 10, 10%.
O.H., bright, 80, 10, 10% off list.

Per cent.

Wood, F.H., brass........ 67½
Wood, R.H., brass 65
Wood, F.H., bronze 60
Wood, R.H., bronze........ 57½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 20	3 10
12 gauge	3 25	3 15
14 gauge	3 05	3 15
16 gauge	3 10	3 05
18-20 gauge	3 25	3 10
22-24 gauge	3 35	3 15
26 gauge	3 40	3 20
28 gauge	3 50	3 25

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 40	5 15	....
18-20	....	....	4 70
22	....	....	4 95
22-24	5 50	5 30	....
24	....	....	5 00
26	5 75	5 45	5 80
28	6 00	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.75; U.S. No. 28, $5.50; U.S. No. 26, $5.25; 22 and 24-gauge, $5; 18 and 20-gauge, $4.80; 16-gauge, $4.20; 14-gauge, $4.40.

Colborne Crown — 16-20 gauge, $4.80; 22-24 gauge, $5; 26-gauge, $5.25; 28 gauge, $5.50.

Apollo Brand.	Montreal	Toronto
14 gauge	4 40	3 90
16 gauge	4 40	4 05
18-20 gauge	4 60	4 20
22-24 gauge	4 70	4 35
26 gauge	4 80	5 00
28 gauge	5 30	5 30
10¾ ozs.	5 50	5 50

Add 25c for less than case lots

MARTIN-SENOUR
PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)

PIONEERS

of

PURE PAINT

and STILL FIRST in the estimation of PAINT USERS.

If your paint department is to be a success the first essential point is the quality of your line. Sell good paint or none at all. You can expend a vast amount of energy in this branch of your business, but if your paint is not of the right standard, your efforts are wasted.

MARTIN-SENOUR 100% Pure Guarantee Protects the Dealer Agent as Well as the Customer.

The Exclusive Agency for Martin-Senour Paints and Varnishes will give to your Store the reputation of being the place to procure goods which are unsurpassed for Quality.

Next to this it is most important that the line you carry is known to paint users.

Martin-Senour Paints and Varnishes have been brought to the attention of paint users by a more comprehensive campaign through various mediums of the press, interior and exterior displays, mailing campaigns, follow-up systems, etc., than has ever been attempted by a paint company in Canada. The result has been increased sales to the dealer agents.

This policy will be continued and extended during the coming season — connect your paint department with it.

An increase in your Paint sales for 1916 will be doubly assured if you secure the Exclusive Agency for this line of Goods in your community.

No better time than now to get details of our profitable Proposition.

Drop us a line to-day.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	....50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS
Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.
Acme 0 22
Commercial 0 22½
Easy 0 22¼
Star Extra 0 23¾
Strictly standard wiping. 0 24

SPELTER
See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	4 05	4 05
Fence staples, galv., 25-lb. boxes	4 30	4 30
Fence staples, bright, in kegs..	3 20	3 20
Fence staples, bright, in 25-lb. boxes	3 45	3 45
Poultry netting staples, 10-lb. boxes	5 65	
Poultry netting staples, 25-lb. boxes	5 35	
Poultry netting staples, 100-lb. boxes	5 10	
Solid, 3 to 30 lbs., per cwt..	1 60	

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.
Above list is under revision. See panel on page 43 of last week's issue.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40 and 5 p.c.
Plain, 70 and 20 p.c.
Re-tinned, 70 and 10 p.c.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2½ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocke, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard. 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 15%.

WARE, ENAMELED.
White ware, 70, 10 and 5 p.c.
Canada, Diamond, Premier, 50 and 7½ p.c.
Pearl, Imperial and Colonial steel, 60 and 7½ p.c.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.05; No. 14, $3.10; No. 15, $3.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.00 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb	3 45	3 85
No. 9, coil spring.	3 45	3 50
No. 9, plain galv..	3 15	3 45
No. 12, plain galv.	3 30	3 65
No. 13, plain galv.	3 45	3 70
O. & A., No. 10....	3 16	3 16
O. & A., No. 11....	3 22	3 22
O. & A., No. 12....	3 25	3 25

F.o.b. London; Base, $2.95; No No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt.
No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

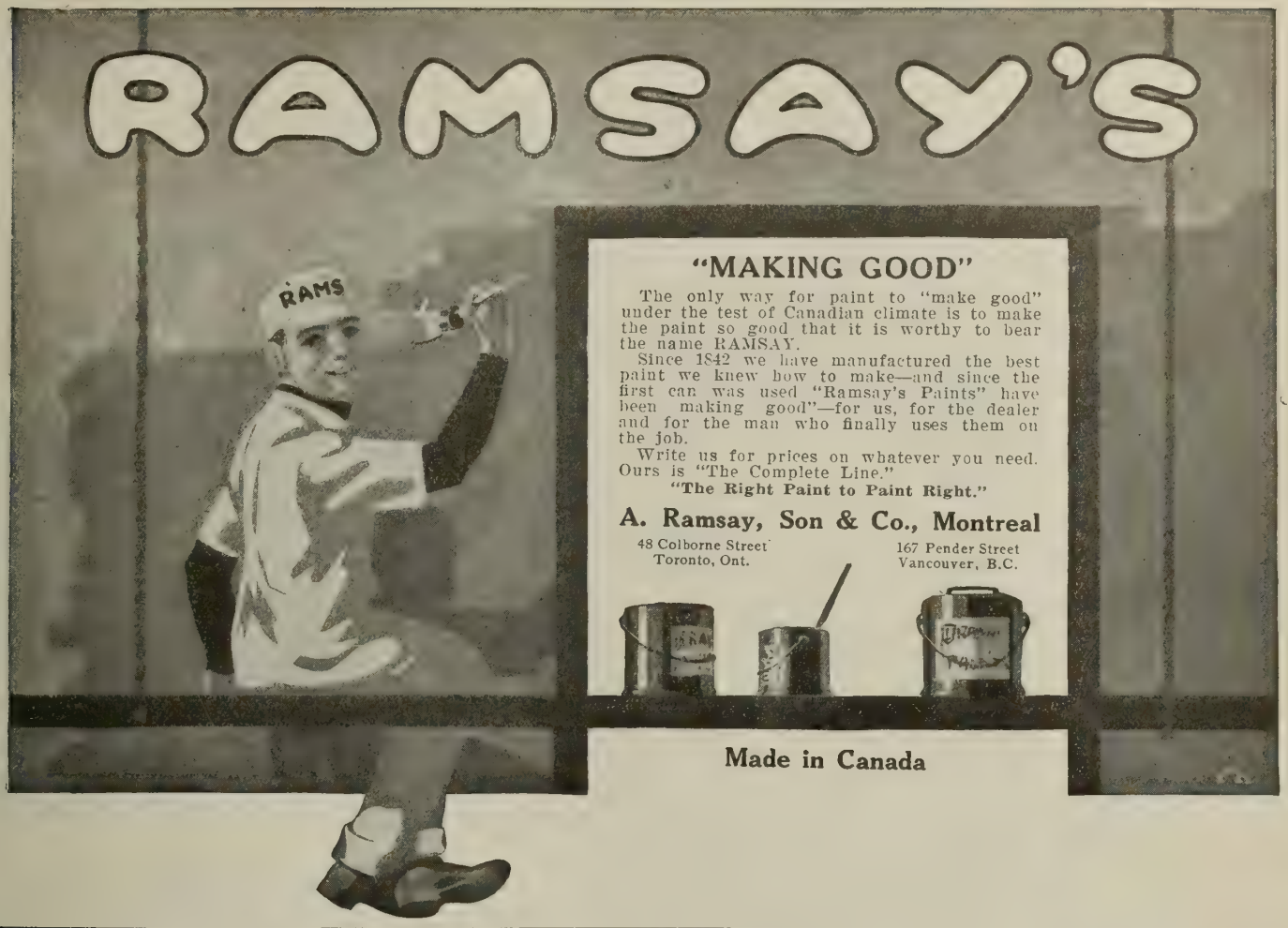
WRINGERS, MOP
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 23¾
Part cask	0 28	0 24



DID YOU EVER TRY TO DOUBLE YOUR PAINT SALES ?

Many paint dealers have done it before now—you probably know some of them. Go after the business that is to be seen all over your locality, in the right way, and you can easily double your business.

Paint does not sell itself any more than life insurance does. It's the man who goes after the life insurance business or the paint business who makes the big sales and secures the big profits. With the Canada Paint Co.'s products in your store you can build up a demand for them before spring painting has fairly started.

It took us twenty-five years to discover the way—but we know the secret now. We will tell you, if you want to double your paint sales.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES

CP TRADE MARK

STAINS-ENAMELS LINSEED OILS

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb.. 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 80

COATING

Cement Coating	$2 55	2 40

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 00

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE

	Per lb.
French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.
James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

	Per gallon (in quarts)
Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 85
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING.

	Gal.
Liquid Slating, B.B.	$ 3 00

STAINS.

	Gal.
Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES.

	Per Gal. cans
Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.

	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

WAREHOUSE DEPARTMENT

At Your Service

Pays
Good
Profits
to
Hardware
Dealers

Offering you both price and service equal or even better—than you can obtain elsewhere.

Our big stock of standard and miscellaneous steel and iron enables us to ship same day as order is received.

We supply power transmission machinery for grain elevators, saw mills, mines, etc., either new or repair work.

Machinery repairs a specialty.

Particular attention given to both large and small orders—give our service a trial.

Manitoba Bridge & Iron Works, Ltd.
WINNIPEG

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.

Leather.

Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25; 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.85 base; Winnipeg, $3.15 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	3 55
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop, $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.30; 10, $3.36; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.

Our large daily production ensures prompt service at all times. Write for samples and prices. Our representative will gladly call.

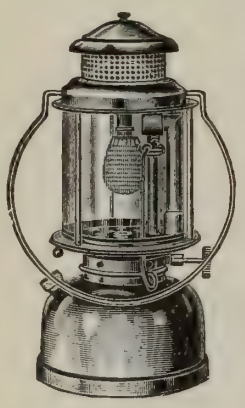
Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

THE STORM KING LANTERN



Wind and Rain Proof — 200 Candle Power, ¼ cent per hour. Operates 15 hours on one filling of gasoline or kerosene. The highest powered, most economical, and safest lantern ever made, for farmers, dairymen, contractors, sportsmen, watchmen, and for shows, boats, railroad yards, military encampments, and way stations. Automatically cleaned, cannot clog. No wicks to trim, no chimneys to wash, no smoke, no smell, no dirt. A quick and profitable seller for dealers and agents. If you want one for your own use, ask your nearest hardware dealer to send for one on trial.

If you want the agency write for our Special Lantern Proposition.

National Stamping & Electric Works

470 S. Clinton Street, Chicago

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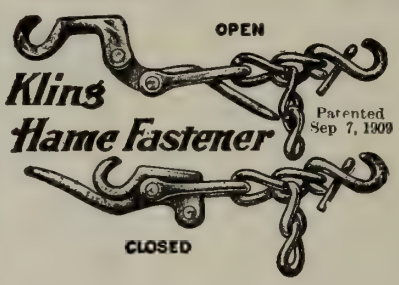


Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street Toronto, Ontario

SALES AGENTS

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

LINSEED OILS

DIRECT IMPORTERS OF

TURPENTINE

Lowest Quotations by Wire or Letter

A Man's RAZOR

Canadian Agents:

Saunders & Wainwright

204 St. Nicholas Bldg.
MONTREAL, Que.

Just the thing for the Traveller, No Blade Expense, Guaranteed for Life

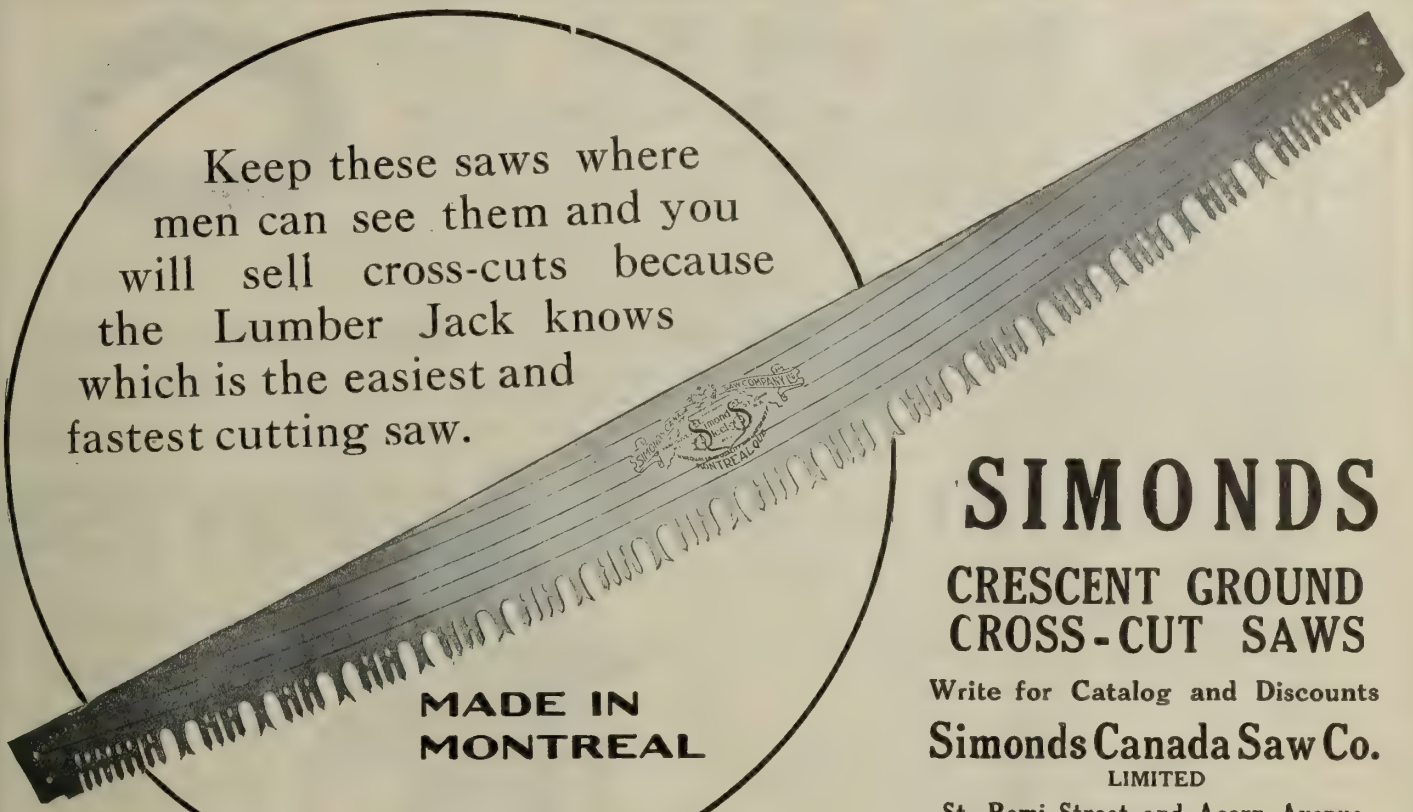
Ask for Samples.

A Safe RAZOR

Geneva Cutlery Co.

GENEVA, N.Y.
U. S. A.

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



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SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street and Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

THERE IS ONLY ONE

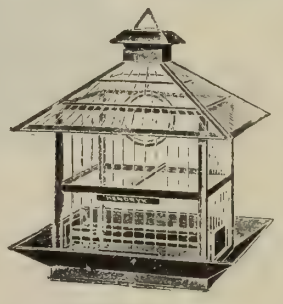
"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY
New Haven, Conn.

No. 8000



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The G.G.G. Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

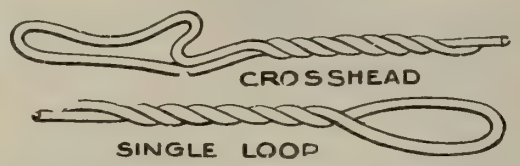
Manufactured by

The Imperial Mfg. Company
Welland, Ontario

Baling Wire and Bale Ties

Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

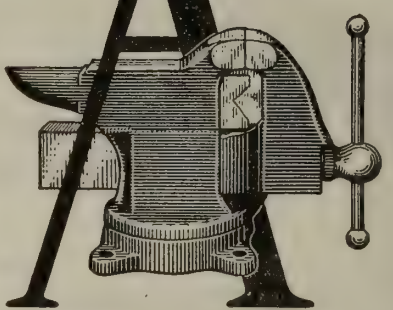
Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods.

The Heller-Aller Company
WINDSOR, ONTARIO

AUTOVISE



No other vise so suitable for all kinds of Automobile Repair Work

THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

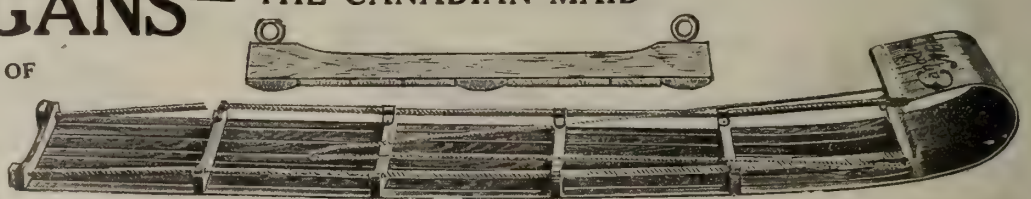
Send for catalogue of largest and most complete line of vises made.

VISES *A Type and Size for Every Service*

ROCK ISLAND MFG. CO.
Rock Island, Illinois

TOBOGGANS—"THE CANADIAN MAID"

TWO GREAT FEATURES OF "THE CANADIAN MAID"



First—The Raised Front. For about eighteen inches the front of the toboggan has a gradual slant. Result—the toboggan does not PUSH the snow in front of it, and thus you have GREATER SPEED, AN EVEN AND COMFORTABLE MOTION and a LONGER RIDE. Note this sketch—which shows how other toboggans without this feature shove the snow along.

Second—The Three Runners—which give emphasis to the above-mentioned feature and which guarantee safety, as it aids in controlling the toboggan. The runners hold the toboggan to the track. With two, six or eight passengers, the "Canadian Maid" No. 4 toboggan is equally easy to control, the runners helping materially. Accidents have occurred which can be explained by the fact that the usual flat-bottom toboggan was used. Iron and steel Runners fitted at slight additional cost.

PACK-TOBOGGANS A SPECIALTY. Full information on request. Write for Prices and Dealers' Discounts.

WALTER DEAN .·. Foot of York Street .·. TORONTO, CANADA

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Why Not a Power Washer and Wringer?

They do everything but hang out clothes.

They run by Electric, Engine or Windmill Power.

They meet every need of the city or country housekeeper.

A Rich Man's Machine at a Poor Man's Price

Made by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

Christmas Window Contest

FOR *many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response, culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		*PLACES UNDER 5,000*	
First Prize	$10.00	*First Prize*	$10.00
Second Prize	5.00	*Second Prize*	5.00
Third Prize	3.00	*Third Prize*	3.00
Fourth Prize	2.00	*Fourth Prize*	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

STAR BRAND SOLES AND LIFTS

Are guaranteed to outwear all others.

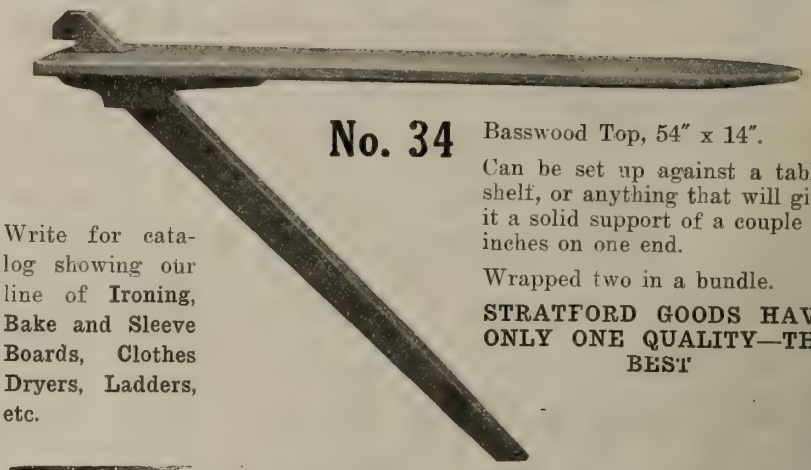
They will give your customers a service that will bring them back to you for their next requirements, and they pay a splendid profit.

Write your jobber; if he cannot supply you with "**Star Brand,**" accept no substitutes—but write directly to us and we'll ship you promptly.

BEARDMORE & CO. TORONTO & MONTREAL TRADE MARK B REGISTERED

Beardmore & Co.
TANNERS
Toronto, Montreal

Stratford Ironing Boards



No. 34

Basswood Top, 54" x 14".

Can be set up against a table, shelf, or anything that will give it a solid support of a couple of inches on one end.

Wrapped two in a bundle.

STRATFORD GOODS HAVE ONLY ONE QUALITY—THE BEST

Write for catalog showing our line of **Ironing, Bake and Sleeve Boards, Clothes Dryers, Ladders, etc.**

The Stratford Mfg. Co., Ltd., Stratford, Ont.

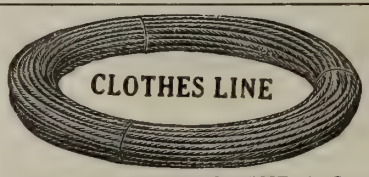
The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Two Cents Per Word

You can talk across the continent for two cents per word with a WANT AD. in this paper.

YOUR GUARANTEE

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO. 135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS

HENRY F. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

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LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

R. BIRD & CO.

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Wholesale. Orders through merchants.

WEBBING

Manufacturers of
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.

Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL FIGURES

Drop a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

MYERS PUMPS

ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches
LEWIS BROS. LIMITED Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street, Toronto

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Book debts are money in the other man's pocket. We are good collectors of past due accounts. Consult us—charges moderate. Phone Adel. 919.

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative, A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

A want ad. in this paper will bring replies from all parts of Canada.

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No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

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SPECIFY THESE BRANDS

Black Cat—Good Luck—McComb's Special—1, 2 and 3 Ply

We can fill all your requirements in Roofing Materials.

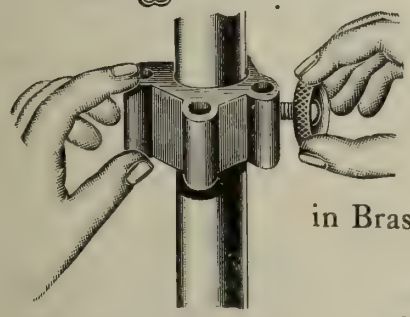
WRITE US FOR PRICES.

J. H. McCOMB LIMITED
MONTREAL

TRADE MARK. W.B&C?

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

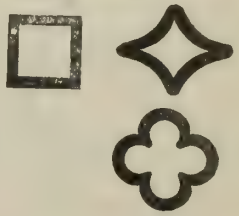


Patent Grip-Tight Socket

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

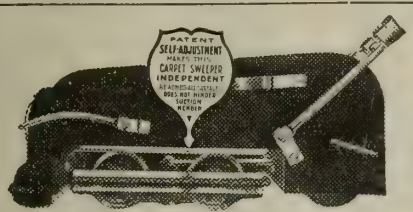
Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B&C?



Your Lady Customers

will be interested in this labor-saving device. Just as easy to run as a carpet sweeper and does the work of a power vacuum cleaner. A demonstration means sales. Write us for full particulars.

SWEEPER-VAC.

FROTHINGHAM & WORKMAN, Limited, MONTREAL

QUOTE PRICES TO YOUR MUNICIPALITY

ON SNOW PLOUGHS, ICE SCRAPERS AND SIMILAR EQUIPMENT. OUR LINE IS COMPLETE AND PRICES RIGHT. WE ALSO MANUFACTURE A COMPLETE ASSORTMENT OF ICE HARVESTING TOOLS.

WRITE FOR CATALOGS, PRICES AND DISCOUNTS.

ROBERT DONALDSON & SONS - - - - MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
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Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg.
Ranges.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Thos. Davidson Co., Montreal.
Findlay Bros. Carleton Place.
MacKenzie Bros Winnipeg, Man.
Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Razors.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co. Montreal.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers & Sons Co., Ltd., Sheffield, Eng.
Saunders & Wainwright, Montreal.
Geo. Wostenholm & Son, Sheffield, Eng.
Razor Hones.
Carborundum Co. Niagara Falls N.Y.
Geneva Cutlery Co., Geneva, N.Y.
Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
Red Lead.
Brandram-Henderson Co., Montreal.
Registers.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
MacKenzie Bros., Winnipeg, Man.
Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.
Rivets.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
Roofing.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland, Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Roofing Supplies.
The Can. H. W. Johns-Manville Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Runways, Electric.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.
Rubber Cement.
Canadian Consolidated Rubber Co., Montreal.
Saws.
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal.
Saws, Cross-Cut.
E. C. Atkins & Co., Hamilton.
Simonds Canada Saw Co., Montreal.
Saw Specialties.
Victor Saw Works, Hamilton, Ont.
Aylmer Pump & Scale Co., Aylmer
Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.
Screen Doors and Windows.
MacKenzie Bros., Winnipeg, Man.
Sanderson, Harold Co., Paris, Ont.
Screen Door Sets.
The Stanley Works, New Britain, Conn.
Screw Plates.
Butterfield & Co., Rock Island, Que.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—POSITION AS MANAGER OF retail hardware store, by a sober, industrious, competent hardware salesman. Good experience, good stock-keeper; can furnish best of references and guarantee results. Apply Box 234, Hardware and Metal. (53)

AGENCIES WANTED BY A WIDE-AWAKE, aggressive and successful house of hardware and electrical sales agents covering thoroughly the Western Canadian territory. Firms requiring representation or unsatisfied with present arrangement should immediately write to Houston & Co., Ltd., 12 and 13 Cumberland Blk., Winnipeg, Man. (51)

WANTED—POSITION AS MANAGER OF retail hardware store, fourteen years' experience, good stock keeper, show card writer, and window dresser. Sober, married and good appearance. Apply Box 233, Hardware and Metal. (50)

WANTED—POSITION AS TRAVELLER FOR wholesale hardware, good references, sober, married. Sixteen years' experience in wholesale and retail. Apply Box 232, Hardware and Metal. (50)

SALESMAN WITH FIRST-CLASS CONNECTION in three provinces desires high-class line on commission basis for January 1st, 1916. Apply Box 226, Hardware and Metal. (tf)

WANTED — HARDWARE CLERK WITH two or three years' experience. Apply, stating wages, Van Tuyl & Fairbank, Oil Springs, Ont.

HARDWARE SALESMAN DESIRES POSITION December 15. Connection in northern and eastern Ontario. Box 229, Hardware and Metal. (50)

FOR SALE

BARGAINS IN SKATES—WE OFFER THE following bargains in Hockey Skates. Every pair warranted Perfect. Made in Canada. 100 pair, size 11, Plain Finish. 100 pair, size 12, Plain Finish. 100 pair, size 12, Nickel Plated, 25 cents pair. Box 231, Hardware and Metal. (52)

FOR SALE—ONE 40-FT. WALL CABINET, oak, with 250 metal boxes, wood face, and 40 large drawers. 2 sections of silent display cases for saws, etc. One set of tinsmith and plumbing tools. One Daisy hot water boiler No. 16. These goods must be sold by Dec. 15th. Cuts and description will be sent to interested parties. Apply to W. J. McAllister, Sarnia, Ont. (tf)

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

ESTIMATING. BY EDWARD NICHOLS, Architect. 128 pp., 22 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price, postage paid, $1.00. MacLean Publishing Co., Ltd., 143-153 University Ave., Toronto.

The "PERFECTION" Steel Ankle Support

PAYS A GOOD PROFIT AND WILL INCREASE YOUR SKATE SALES

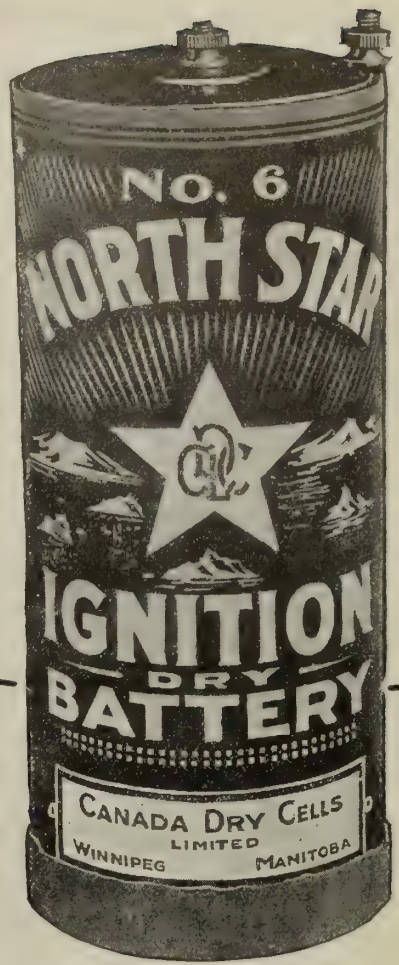
Weak ankles keep many a person from enjoying the splendid winter pastime of skating.

Stock and boost the "Perfection" Ankle Support —it is just the thing for weak ankles.

The sale of the "Perfection" will lead to many others and you'll realize a material increase in your skate sales as a result, because people who heretofore couldn't skate on account of their weak ankles can get in on this splendid winter sport by wearing this ankle support —the more that skate the more is the demand for skates.

Owen Sound Steel Press WORKS

Owen Sound Ontario



"North Star" Dry Cells

give a measure of service that makes them

Cost Less in the End

Their big service is sure to bring the buyer back for more—it is appreciated more than ever since the raise in price of dry cells.

The Western Battery for the Western Need

Stock these favorites now and ensure an increase of dry cell turnover.
Order through your jobber —he'll ship you promptly.

Canada Dry Cells
Limited
WINNIPEG, MAN.

CLASSIFIED LISTS OF ADVERTISEMENTS

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones.
The Carborundum Co., Niagara Falls New York.

Serving Dishes.
MacKenzie Bros., Winnipeg, Man.

Shears, Scissors.
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.
Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield Eng.

Sheet Metal Products.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware.
Canadian Wm. A. Rogers, Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Skis.
Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Beatty Bros., Ltd., Fergus, Ont.: Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
Thos. Davidson Mfg. Co., Montreal.
Walter Dean, Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Ltd. Toronto.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain Conn.

Toboggans.
Walter Dean, Toronto.

Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Sheffield, Eng.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes: See Paints.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Vises.
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide.
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

Wall Plaster.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Wash Boilers
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co. Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

Whisks
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal
H. S. Howland, Sons & Co., Montreal
Lewis Bros., Ltd. Montreal.
Mackenzie Bros., Ltd., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Can., Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire, Iron, Steel, Brass and Copper.
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd. Sydney.
B. Greening Wire Co., Ltd Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont
Steel Co. of Canada Ltd Hamilton
Western Wire & Nail Co., London.

Wire Mats.
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Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Canada Wire & Iron Goods Mfg. Co. Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
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Canada Wire & Iron Goods M Hamilton.
Dominion Iron & Steel Co., Ltd. Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Rope.
B. Greening Wire Co., Ltd. Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St Catharines.

Wringers.
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd Hamilton.
Walter Woods & Co., Hamilton.

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Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

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Every Pound Guaranteed.

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HAMILTON, ONT.

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2nd RUN TURPENTINE
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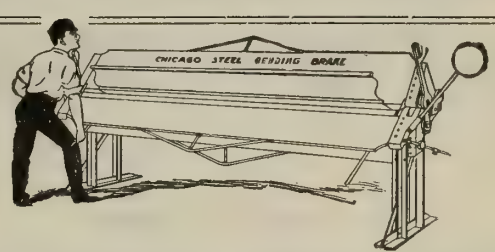
BRITISH PAINT SPECIALTIES
W.B. BATE & COMPANY
TORONTO

Fine Colors, Varnishes, Japans, Dryers, Shellacs, Enamels, Glues, etc.



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MADE-IN-CANADA

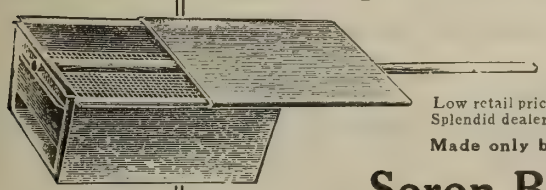
Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

The "Daisy" Makes Quick Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.



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Splendid dealers' profit.

Made only by

Soren Bros.

545 King St. W., Toronto, Canada

JOSEPH RODGERS & SONS

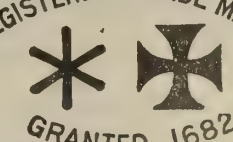
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

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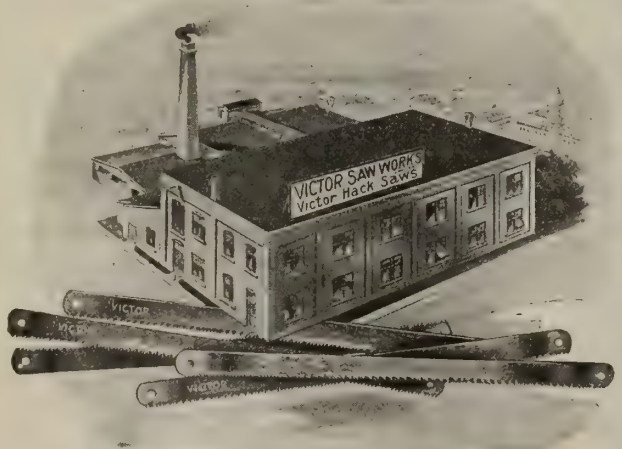

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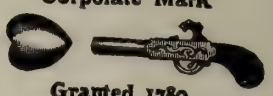

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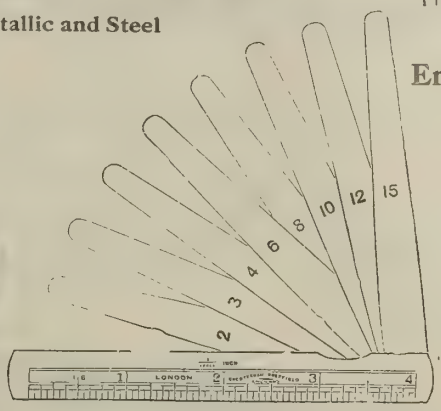

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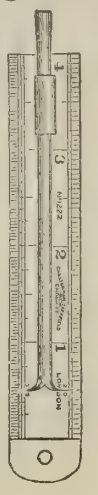

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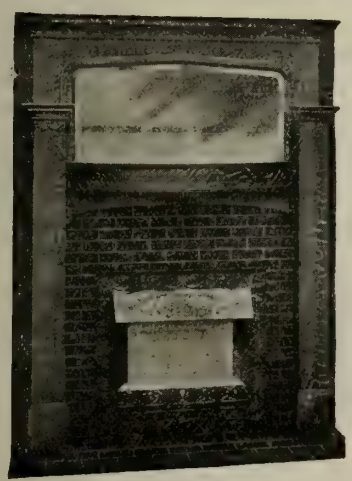

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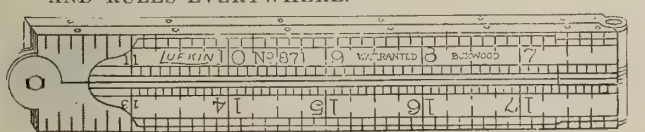

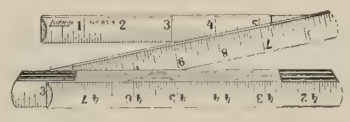

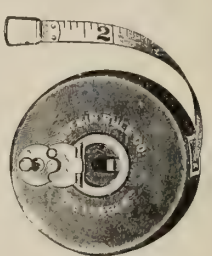

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8 in., 9 in. and 11 in. long

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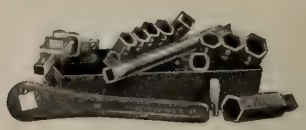

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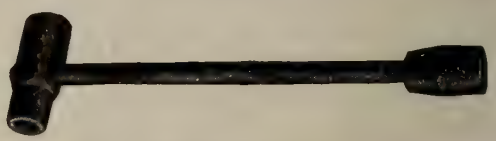

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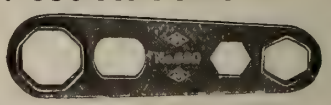

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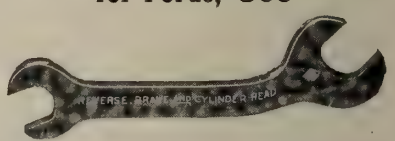

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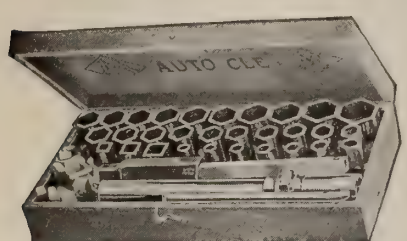

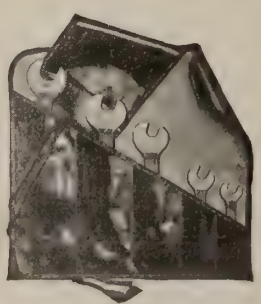

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FEATURING MOTOR ACCESSORIES AND SPORTING GOODS

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 December 18
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Contractors to the British Imperial and Colonial Governments
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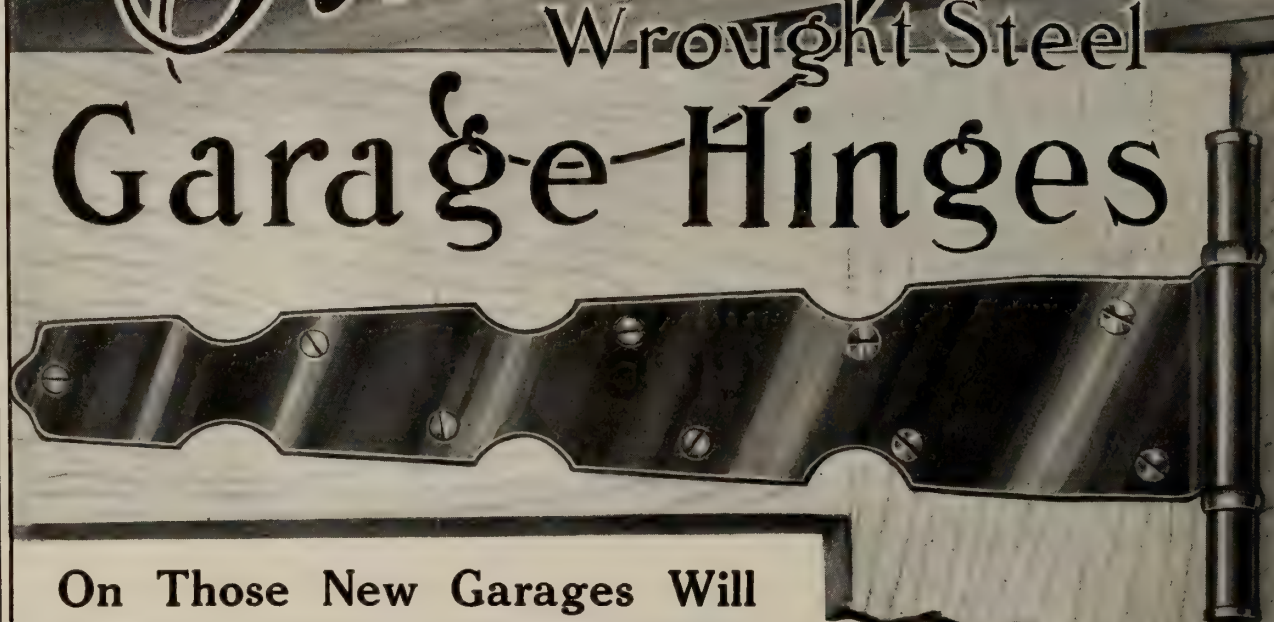

On Those New Garages Will Permit Closing Doors Tightly

10—24 and 36-inch sizes.

Equipped with Stanley Patented Ball Bearing Washers.

No. 1457—10 and 24-inch ornamental strap; 1 1/16-inch offset for wood.

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NEW BRITAIN CONNECTICUT.

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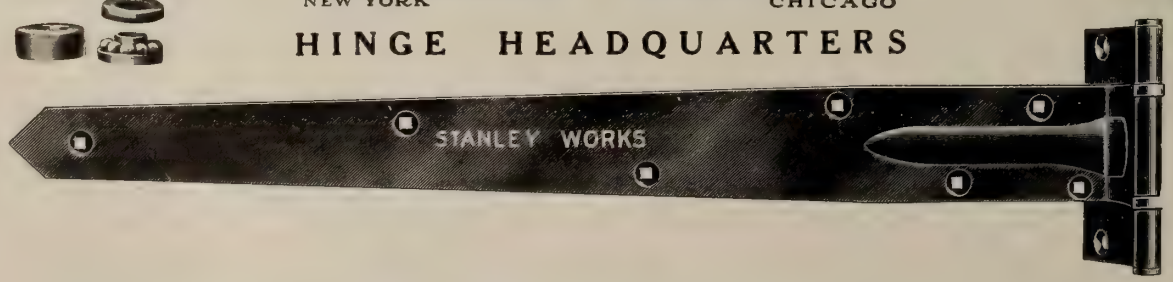

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PRECISION
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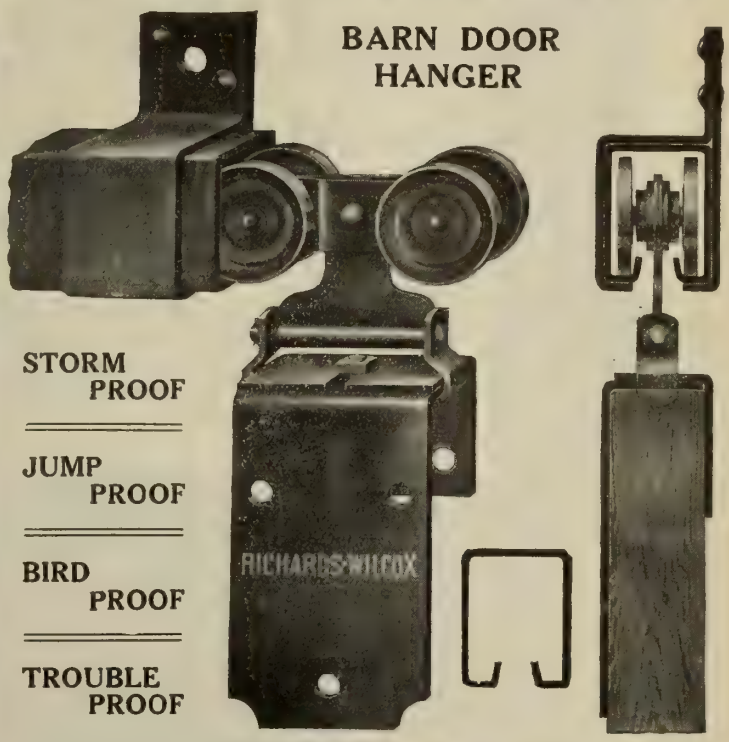

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Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

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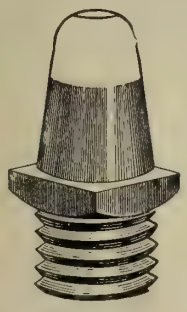

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For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

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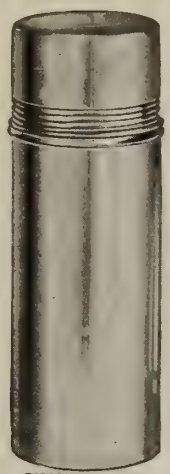
UNIVERSAL
Motor Accessories
As Christmas Gifts



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Vacuum
Food Jar
No. 811

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Butter Jar
No. 800

The holiday season offers an excellent opportunity for the sale of high-grade motor goods. A well-displayed assortment of UNIVERSAL Vacuum Bottles, Food Jars, Luncheon Sets, etc., will give your customers a timely suggestion of the right gift for "him."

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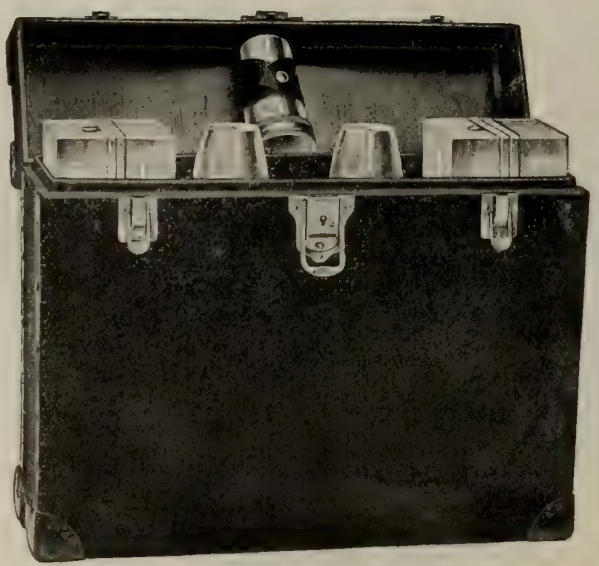
No. 591 Pint 592 Quart

These Jars embody all the features of UNIVERSAL Vacuum Bottles except that the mouth is wide enough to permit of a table spoon being inserted. Stews, soups, meats, vegetables, etc., are kept steaming hot for hours, while ice cream, ices, butter, etc., are kept ice cold for several hours. Equipped with the patented spring steel bottle retainer and shock absorber, which reduces the possibility of breakage to a minimum.



UNIVERSAL Motor Combination Case. No. 172
New Style Case. Rain and Dust Proof

The above illustration shows a new and exclusive UNIVERSAL Idea—Extra drinking cups which fit snugly into the cover of the pint and quart bottles. Pints have one extra cup, which with the cover makes two. Quarts have three cups and the cover making four. The convenience of this idea and the saving in weight and space will make an instant hit with motorists and other travelers.

UNIVERSAL

The cases and fittings of UNIVERSAL Motor Luncheon Sets are of the finest quality and will appeal to your most discriminating trade.

UNIVERSAL

UNIVERSAL Luncheon Sets are made in various styles, completely equipped for two, four or six persons.

UNIVERSAL
Motor Luncheon Set. No. 462

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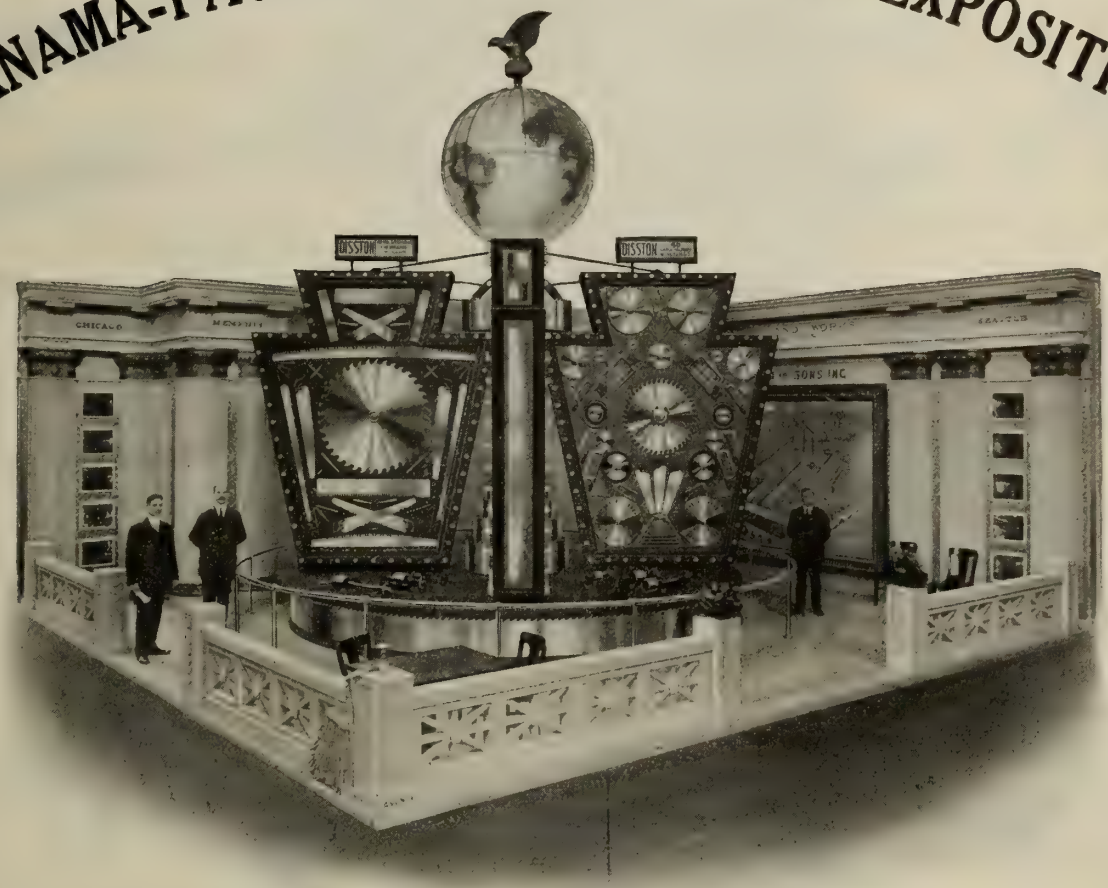

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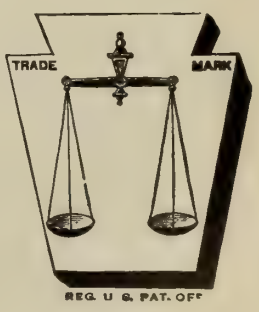

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Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

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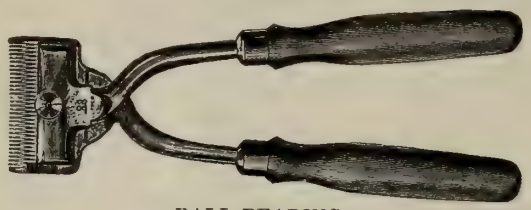

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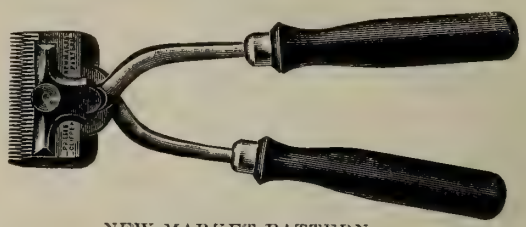
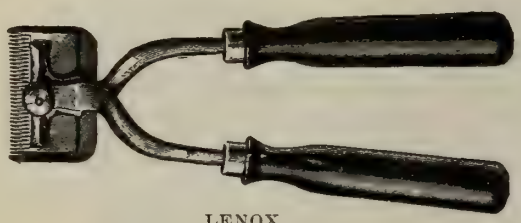
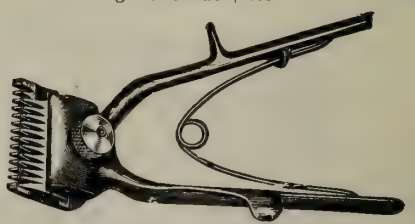


NEW MARKET PATTERN
Retailing at about $1.75



LENOX
Retailing at about $1.50

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

You can put a stop to faulty hot water systems by installnig

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

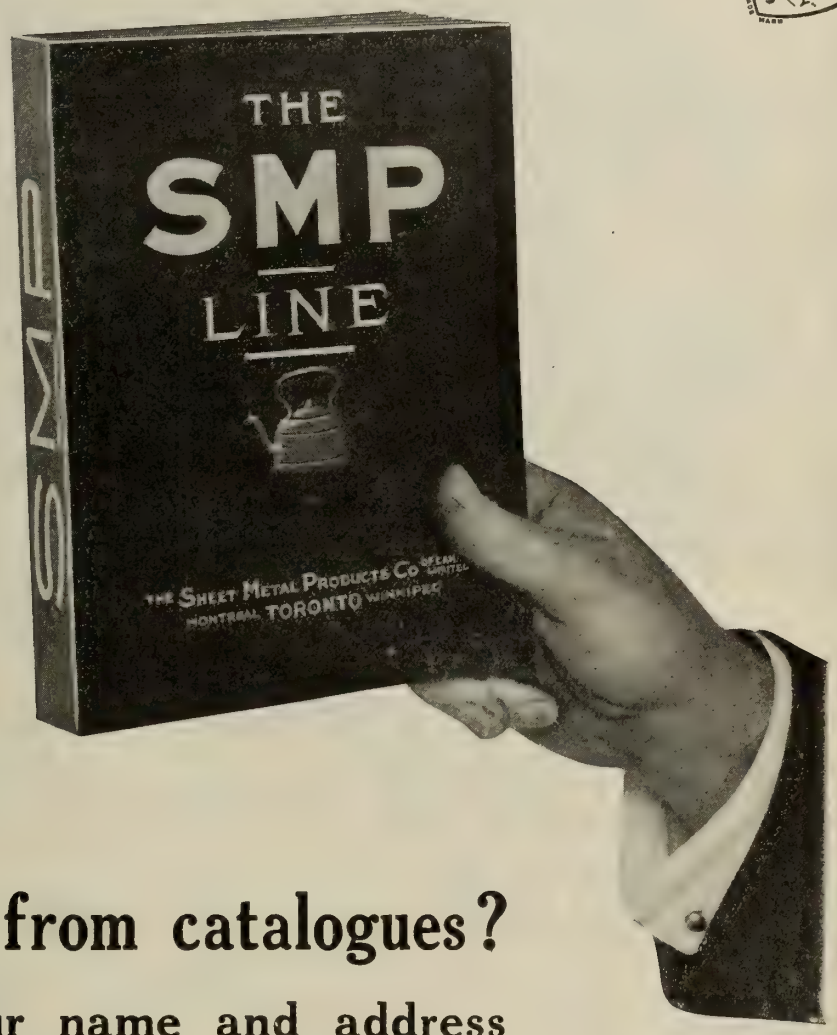
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO



Do you buy from catalogues?

Then send your name and address and receive, with our compliments, the most up-to-date catalogue of Sheet Metal Products ever published.

SHIPMENTS MADE PRO

THE SHEET METAL PRODUC

MONTREAL TORONTO

Name.....

.....

Address.....

.....

It's the Dealer Who Stocks

the best known lines that gets the business.

Your file stock should therefore consist of the following famous brands:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(*Made in Canada*)

When you bear in mind that 10,000 dealers in Canada stock these famous five—

When you know that behind you is our 50-year-old experience in the making of files—

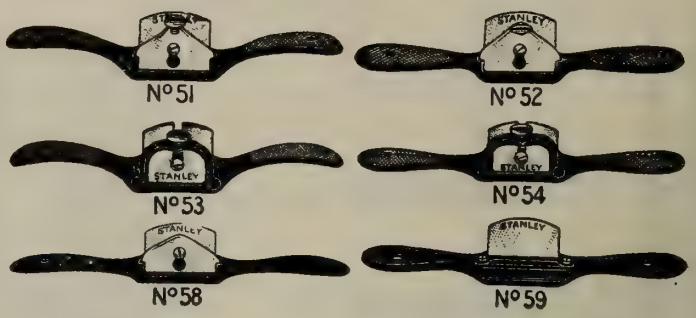
When we tell you that the Nicholson output is over 60,000,000 yearly—

The question is: Can you afford to be without these well-known brands of files on your shelves?

To help you, we're educating your customers, through advertising, to throw away their files when the "inefficient" point is reached. And that our efforts are not wasted is proven by the increased demand for files—of the "famous five" mentioned above.

Nicholson File Company
Port Hope, Ontario
(JOBBERS EVERYWHERE)

Stanley Tools



"BAILEY" IRON SPOKE SHAVES

MADE IN CANADA

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

Starrett

Hack Saws for Every Job

A Hack Saw that cuts iron pipe will not do satisfactory work in cutting sheet steel.

Good machinists know this and also know that there is a Starrett blade for every purpose. Seventeen different blades—some differ in shape and size of teeth—some in composition, some in hardness. Our free catalog tells what saw to use. Guided by this you can recommend the proper blade for any use and give real service to your customers.

We deal direct with Hardware Stores

Send for free Catalog No. 20-MA—prices and terms

The L. S. Starrett Company, Athol. Mass.

"The World's Greatest Tool Makers"

New York **London** **Chicago**

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

Why Not a Power Washer and Wringer?

They do everything but hang out clothes.

They run by Electric, Engine or Windmill Power.

They meet every need of the city or country housekeeper.

A Rich Man's Machine at a Poor Man's Price

Made by

CUMMER-DOWSWELL, Ltd., Hamilton, Canada

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

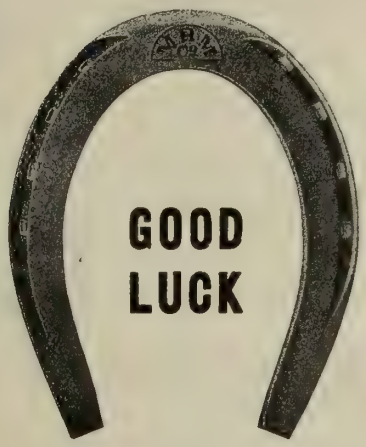
Have you one of our catalogues?

Enquiries solicited.

Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.



is said to follow the finder of a Horse Shoe. Sometimes it is so, but we **know** that satisfaction **certainly** follows the purchase of

"M. R. M." Horse Shoes

They combine all the merits of a high-grade shoe:

High Quality—due to selected materials.

Natural Shape—means less fitting.

Proper Crease—gives right setting to nails.

Clean Punching—less work for the farrier.

Careful Sorting — gives the Smith a "full" keg of "good" shoes.

It is a case of "It pays to buy the best."

"M. R. M."
Most Reliable Made

MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

VALUE

counts in Horse Nails as it does with everything else. We have no hesitation in saying that there is more value received in the purchase of a box of

"M. R. M." Horse Nails

than can be obtained in buying any other make of nails.

We use the best Swedish Steel, the highest grade of material available for the purpose. Every stage of manufacture is performed with care and exactitude, which ensures

"PERFECTION"
in
HORSE NAILS

Sharp, clean points, nicely tapered blades, and perfect uniformity in all respects, have made many friends for "M. R. M." HORSE NAILS.

Their value has been appreciated by the blacksmith who is looking for his full money's worth.

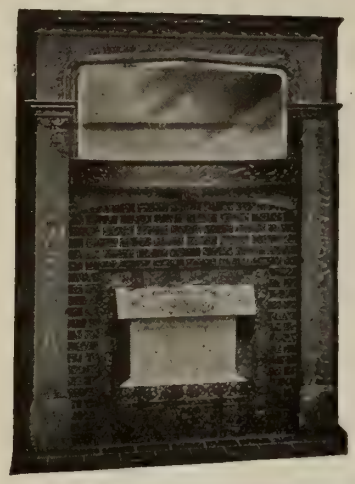
MANUFACTURED BY

The Montreal Rolling Mills Co.
MONTREAL, CANADA

The STEEL COMPANY OF CANADA, Limited

SALES OFFICES:

HAMILTON	MONTREAL	WINNIPEG	TORONTO
VICTORIA	VANCOUVER	ST. JOHN, N.B.	HALIFAX



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

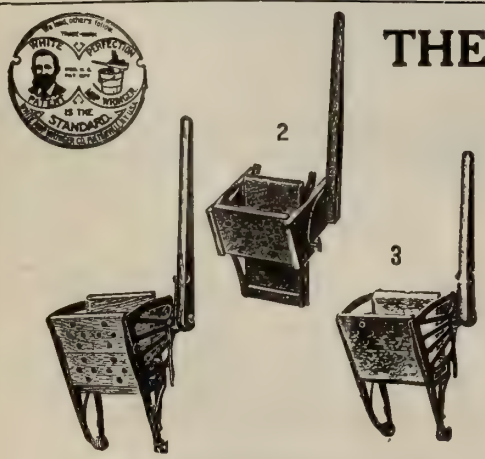
Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
HAMILTON and WINNIPEG



THE WHITE MOP WRINGERS *Excel*

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

A Practical Gift That Will Appeal To Your Holiday Shoppers.

Every man on active service at home, or overseas, needs one.

Makes a neat, compact parcel that is convenient to mail.

Send for a sample order to-day.

MILITARY SERVICE MIRRORS

Unbreakable, Rustless. In Solid Leather Case.

Made of solid Nickel Silver, burnished (no plate to wear off). Equals the best British plate Mirror for reflecting surface.

Note the "Shield Shape Hole." It permits the Mirror to stand as well as hang.

Seven years' good luck. It may stop a bullet.

The sensible Mirror for
Soldier,
Hunter,
Camper,
Prospector or
Tourist.

CANADIAN WM. A. ROGERS, LIMITED

TORONTO, CANADA

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making, and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Do you carry them? If not, ask your Jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street - New York City
Scale Makers Since 1835

You can always satisfy your customers if you sell

Stills' Handles

They are made of the toughest timber grown.

Every handle carefully inspected before shipping.

All jobbers stock them.

Ask for "STILLS'" and insist on getting "STILLS'."

Write for prices.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS ONTARIO

"COMFY"

Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited
TORONTO, CANADA

"Metallic" Building Materials

In bad weather put your men at erecting

Metallic Ceilings

If you work it right you can always have a job ahead. It's profitable work too, in good weather or bad, if you use "M.R.Co." goods. We send you samples for your windows and advertising matter for your prospects. Write us for catalogue and book up a job or two for the next rainy spell. Do it to-day.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

Celebrated I·XL Cutlery

QUALITY FINISH

Make your selection of Christmas stock now. Carvers, Electro-Plated Goods, Table Cutlery and Pocket Cutlery.

Every article fully guaranteed. Made and examined by the most skilled workmen in Sheffield.

COMPLETE ASSORTMENT STOCKED BY ALL LEADING JOBBERS

Manufactured by

GEO. WOSTENHOLM & SON, SHEFFIELD, ENG.

A. MACFARLANE & COMPANY, LIMITED, Canadian Representatives, MONTREAL

Here's a Suggestion—

MacLean's

As a Christmas gift to your friends, will be like a new gift every month of the year. Besides it will save you time, worry and expense.

What You Do

Send us a list of those to whom you have decided to send MacLean's, with their addresses, remitting for each at the regular subscription rate of $2.00 per year. Write names and addresses clearly.

What We Will Do

We will mail a beautiful Christmas card to each of the friends you have selected, notifying them of the fact that MacLean's is to be their Christmas gift from you. This card, which will be printed in colors, will reach them on or before Christmas Day. The current number of MacLean's will follow.

A best selling book free to YOU with every subscription. See list in December issue.

Enclosed please find the sum of $....., for which send MacLean's for one year to

.....

.....

.....

.....

.....

(Sender's name and address)

MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

McGLASHAN, CLARKE CO., LIMITED. "SAXON" PATTERN

WE guarantee the Quality. This line will enable you to meet competition and give you a hundred per cent. profit. Plated in our Standard Plate on 18% nickel silver base. Write for prices.

McGLASHAN, CLARKE CO., LIMITED
NIAGARA FALLS, ONTARIO

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

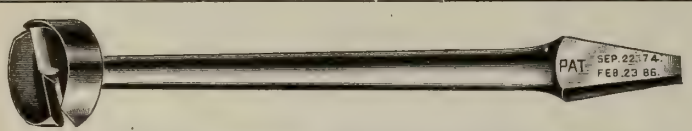
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

AUTOMOBILE ACCESSORIES

CHAS. WEILAND, Inc.

AUTOMOBILE ACCESSORIES

Established 1882

Cap. Stock: $750,000

Salesrooms, Offices and Warehouses:

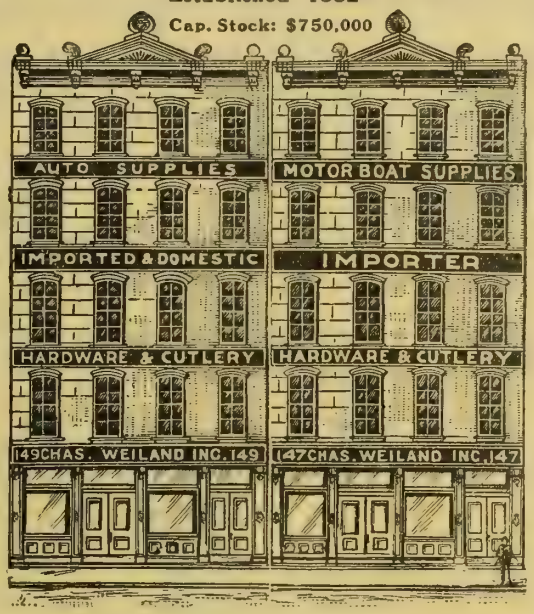
147-149 Chambers Street—NEW YORK, U.S.A.—129-131 Reade Street

Address All Mail to Main Office, 149 Chambers Street

Send for our two net price Catalogues—one for Automobile Accessories only and one for Mechanics' Tools, Cutlery and House-Furnishing Goods.

New Special 1915 Catalogues will be sent on application.

Write for yours **Now.**



WHOLESALE EXCLUSIVELY

Factories: 378-380 W. Broadway and 375-377 W. Broadway, New York City

WHOLESALE EXCLUSIVELY

Manufacturers, Importers and Factory Representatives

NOTICE

Special Net Prices on Standard Brands on Seasonable Lines of Hardware, Cutlery and Mechanics' Tools. We Carry at All Times a Full Line of Hotchkiss Barber and Horse Clippers. All Sizes of Crescent Rivetless Face Plastering Trowels Always on Hand.

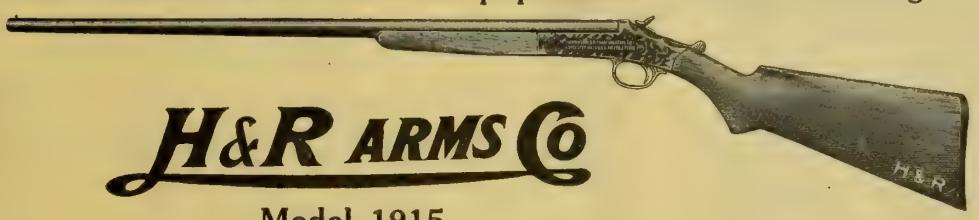
HARDWARE, CUTLERY AND AUTOMOBILE ACCESSORIES

LOWEST PRICES IN AMERICA—WE HAVE NO CONNECTION WITH ANY OTHER CATALOGUE HOUSE

No Puzzling List or Discount—all goods quoted throughout our Catalogue at Net Prices.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, **Worcester, Mass., U.S.A.**

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

The Banner of Merit

Showing

The Official Award Ribbon of the Medal of Honor

Awarded

TRIMO TOOLS

At the

PANAMA - PACIFIC INTERNATIONAL EXPOSITION

Honor Awarded means Merit Rewarded

Send for Catalog No. 150

HIGHEST AWARD

At the Panama-Pacific Exposition

Gold Medal

Flashlights

Universally recognized as **supreme** in **quality** and **service.** Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now.** You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles and dealers' proposition, will surely interest you. Send for it **now.**

Franco products sold through various distributors at convenient location to ensure prompt deliveries.

Interstate Electric Novelty Co.

of Canada Limited

220 King St. W. - Toronto, Ontario

Handle your Oils and Gasoline with the

WAYNE PUMP

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING, AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness. **Throws a pint, quart, half-gallon or gallon, and measures exactly.**
Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.
If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

Eastern Agents: C. F. Hohlstein, 1016 New Birks Bldg., Montreal, P.Q.
Distributors for Canada: National Equipment Co., Ltd., No. 1 Wabash Ave., Toronto, Ont.
Western Agents: D. J. Austin, 273½ Portage Ave., Winnipeg, Man.
A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

THE WAYNE OIL TANK AND PUMP COMPANY

WOODSTOCK, ONT.

Christmas Window Suggestions

MARBLE'S TRADE MARK

Specialties make ideal gifts for Sportsmen. Use these specialties in your window displays. They're good items to attract gift seekers who don't know just what to give "him." Besides, Marble's advertisements featuring gifts are running in many current magazines. They're creating a demand that it will pay you to supply. Ask your jobber, or write Marble. Prices quoted are list. Liberal discounts to dealers.

Handy Compass

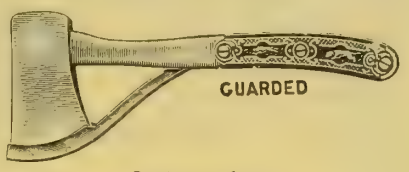
Attaches to coat. Always in sight. Can't get lost. Perfectly reliable. List prices $1.00 to $1.50.

WATERPROOF MATCH BOX

Keeps matches dry in any weather. A life-saver for the man away from shelter. List price 50c.

Game Getter Gun

Two guns in one. Calibers .22-44 or .22-410. List prices, $15 to $20.



Safety Axes

Half a dozen styles. Wood or steel handles. Fine gift for any outdoor man. List, $1.50 to $3.50

Clincher Gaff

Only humane gaff on market. A gift that will please fishermen. List, $1.00.

Woodcraft Hunting Knife

A gift that will "tickle" any hunter. Biggest value ever offered in a knife at $1.50. list.

TRADE SUPPLIED BY JOBBER~

Ideal Hunting Knife

6, 7 or 8-inch blade. Stag or laminated leather handle, with or without hilt. List, $2.25 to $3.50.

WRITE FOR CATALOG.

Safety Hunting Knife

A big, powerful pocket knife with a hunting blade that folds into the handle. List prices, $3.00 and $4.00.

MARBLE ARMS & MFG. CO.

5350 Delta Avenue Gladstone, Mich.

Christmas Window Contest

FOR *many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response, culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		*PLACES UNDER 5,000*	
First Prize	$10.00	*First Prize*	$10.00
Second Prize	5.00	*Second Prize*	5.00
Third Prize	3.00	*Third Prize*	3.00
Fourth Prize	2.00	*Fourth Prize*	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 3

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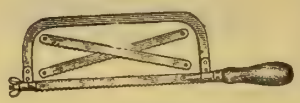
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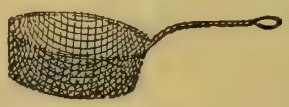
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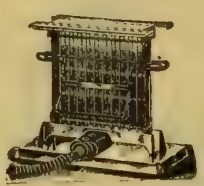
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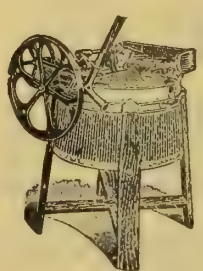
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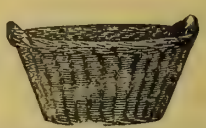
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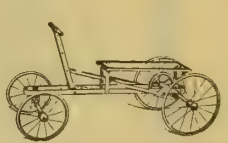
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28 "Service" Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 18, 1915 No. 51

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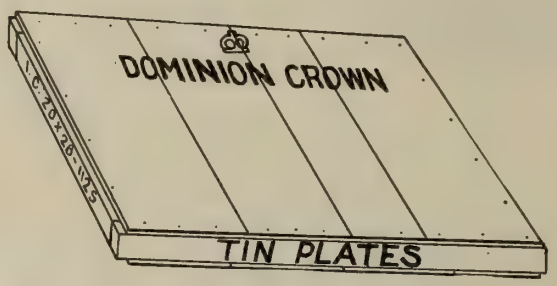

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TORONTO MONTREAL WINNIPEG

Hardware and Metal

Established 1888. TORONTO, DECEMBER 18, 1915 Vol. 27. No 51

Bright Spots in Business Outlook

Decidedly Optimistic Features in Connection With Business Situation — Retailers Are Booking Freely, Despite High Prices—Scarcity of Skilled Mechanics—Result of Investigation by Credit Mens' Association

ALTHOUGH a great many complaints are being heard in retail hardware circles regarding the abnormally high prices of many lines of finished and semi-finished steel products, and other hardware lines, and the quietness which prevails in the building trades, there are many bright spots on the business outlook at the present time.

Retailers are buying for immediate delivery, and booking for future deliveries with more confidence than at any time in the past year.

It must be admitted that prices of many hardware lines are abnormally high, due to conditions brought about by the war, but there is every reason to believe that a great many further advances will take place during the next few months.

There has been a steady improvement in business during the past two months.

November and December Business Good

Hardware wholesalers in the leading buying centres of Canada report, in nearly all cases, that business for November was quite equal to the average showing for that month in normal years, and considerably better than during the corresponding period of last year.

The improvement in November business was due mostly to the improved demand from the country districts. Farmers preparing for the winter months, purchased supplies freely— and farmers are large users of hardware. This year the farmers have plenty of money to make repairs.

December business has been excellent, right from the first of the month. Some hardware jobbers report that judging from the business transacted to date, December business will reach a record high mark. Hardware merchants are this year securing a larger share of Christmas trade than formerly. This is due in a degree to the fact that there is a heavy demand for practical Christmas gifts, and also because hardware merchants are going after the Christmas trade this year harder than usual.

Scarcity of Mechanics

In the manufacturing centres there is very little unemployment this year. In fact, there is a great scarcity of skilled mechanics, and many of Canada's largest firms are advertising in all parts of Canada for mechanics, and offering high wages, to work at munition making.

The "mechanics wanted" ad. departments in the leading newspapers are carrying a great many more advertisements at present than at any time in the past three years.

Many factories that were running short time before the war are now running overtime. In a large number of cases day and night shifts are employed.

The average mechanic is making more money to-day than he has at any time in several years past.

The manager of the toy department in a department store, in a large industrial centre, stated this week, that the wives of laborers and mechanics were buying more toys and higher priced ones, than in any previous year. Sales of Christmas goods in this store will run, it is expected, over 300 per cent. higher than last year.

COMPARATIVE PRICES—MONTREAL BASIS.

	Dec. 15, 1915	Nov. 15, 1915	Aug. 1, 1915	Aug. 1, 1914
Common bar iron	$2 35	$2 20	$2 00	$2 05
Refined iron	2 60	2 45	2 30	2 40
Horseshoe iron	2 60	2 45	2 40	2 40
Mild steel	2 55	2 45	2 10	2 25
Sleighshoe steel	2 55	2 45	2 10	2 25
Rieled machy. steel	3 20	2 85	2 75	2 75
Tire steel	2 65	2 55	2 25	2 35
Toe calk steel	3 50	3 05	2 75	3 10
High speed steel, lb.	3 00	2 50	0 65	0 65
Wire nails	2 90	2 70	2 40	2 25
Staples, galv.	4 05	3 85	3 60	....
Staples, bright	3 20	3 00	2 60	....
Wire sm'th steel, No. 0-9	3 00	2 60	2 30	2 30
Barb wire	3 85	3 47½	3 15	2 35
Wire, No. 9 coil spring	3 50	3 35	3 10	2 25
Wire, No. 9, plain galvanized	3 45	3 30	3 05	2 15
Hay wire, No. 9	4 00	3 90	3 75	3 75
Sheets, black, 28 gauge	3 50	3 25	3 00	2 70
Sheets, galvan., 28 gauge	6 10	6 10	6 50	4 35
Pipe, black, 1"	5 10	4 76	4 59	4 33
Pipe, galv., 1"	8 42	8 08	9 10	6 00

The above shows how some hardware lines have advanced in price since the outbreak of the war. Only a few of many lines affected are shown in the above list.

Much Repair Work

The building trades of course are quiet. There has recently been considerable improvement in Eastern Canada, while the West remains quiet.

Conditions will not change to any great extent before spring, but with the advent of spring there should be a decided improvement in construction work, especially in higher class residences in the towns and cities, and also in the country districts. The fact must also be taken into consideration that even a fair improvement in building operations would cause a scarcity of help. Thousands of men, including carpenters, masons, plumbers, laborers, etc., have enlisted for active service.

One of the striking features of the building trade during the past few months has been the huge amount of repair work going on. An official at the Builders' Exchange, Toronto, recently stated that sufficient repair work was being done to keep all available mechanics busy. This condition is pretty general throughout the various provinces of the Dominion.

Clearing Up Small Lots of Hardware

All branches of the retail hardware trade report that judging by the demands for small lots of building hardware during the past six months there has been considerable repair work under way.

This has been beneficial to the retailer in many ways, but one worthy of particular note is the fact that owing to the demand for small lots of hardware, retailers have been able to clean out remnants and odd lots of stock lines of lock sets, etc., and the many other hardware

articles which accumulate in builders' departments.

The result is that stocks of builders' hardware, are to-day lower and cleaner than they have been at any time in many years past.

Traffic at High Point

The volume of traffic on the railways is at as high a point as it ever has been and bank clearings of the country on the whole are touching marks not hitherto reached. These are significant factors. In addition to these healthy signs, there has been an accretion of confidence generally in business circles, an evidence of which is the strength of the bond market at the present time. Although the country has just subscribed for over $100,000,000 of the Dominion loan offered, several provinces have since come into the market and obtained funds on better terms than the Dominion. While these loans to a great extent will be placed abroad, quite a number are being absorbed locally, which speaks well for the outlook generally.

Less Stock—Better Pay

As the retail merchant is the basis of the business system of Canada, it is essential to know as nearly as possible what his condition is, and with a view to this end, the Canadian Credit Men's Association during the past few weeks carried out an interesting investigation. Replies to inquiries were received from 165 of the biggest wholesalers and manufacturers throughout Canada, and the results of their replies are as follows:

Question.	Yes.	No.
1. Are retail merchants better able to meet their obligations than they were a year ago?	142	23
2. Are retail stocks less than normal at the present time?	122	42
3. Are retail merchants doing more cash business in proportion than normally?	136	19
4. Are wholesalers selling on shorter terms of credit than normally?	110	57
5. Do you look for any considerable increase in the volume of business in 1916?	111	53

The wholesaler selling goods through out the country is probably, in a better position than anyone else to say whether the retailer is not as well able to pay his debts as he was a year ago. Out of 165 replies, 142 were emphatically that the retailer is better able to meet his obligations than a year ago.

That the quantity of goods the retailer has on his shelves is less than a year ago is believed by 142, while 25 per cent. of the replies say that stocks are not reduced. A good many of those who stated that the stocks are not larger turned out to be provision houses.

The next two questions should be taken together, since they deal with the question of credit as between the wholesaler and retailer and as between the retailer and his customer.

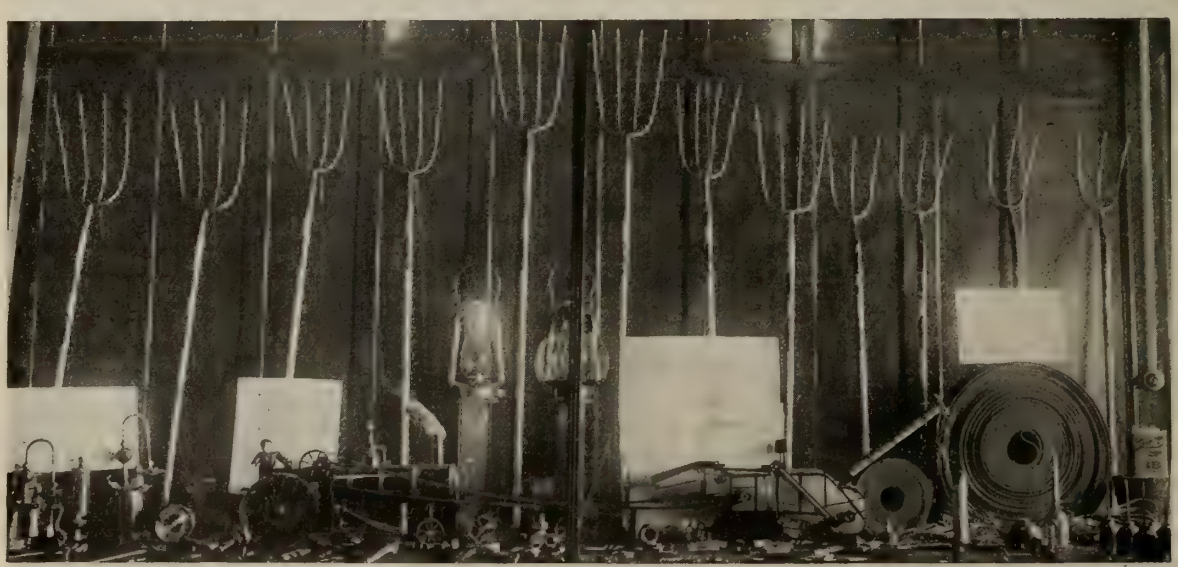
Wholesalers are entirely convinced that the retail merchant is doing a larger proportion of cash business than he does in normal times, and is only slightly less convinced that shorter terms of credit are being exacted from the retailer by the wholesaler.

Inquiries by Hardware and Metal among many retailers in various parts of Canada, reveal the fact that ever since the outbreak of the war, the retail hardware trade has been adhering as closely as possible to the cash basis.

The final question, which has to do with the volume of business in the coming year, is the natural result of the previous questions. If it is true that retailers are better able to meet their debts than they were a year ago, and that their stocks are depleted while at the same time they are doing a strictly cash business, it is natural to suppose that they will be shortly in a position to purchase goods on a larger scale once more than has been the case during the past eighteen months. It is safe to say that the majority in this case are in the right. The volume of business during the coming year will undoubtedly exceed that of the past year. A number of merchants went as far as to say that the increase would be between 10 and 20 per cent. Others suggested even larger increases.

On thing is certain, as far as the hardware trade is concerned, the retailers are buying and booking freely, and with few exceptions are looking to a big improvement in conditions during the early months of 1916.

As previously stated, many retailers are alarmed at the upward strides in the prices of many hardware lines, but they nearly all feel that abnormally high prices will prevail in many hardware lines for some months to come. The table on the preceding page gives comparative prices on a number of hardware lines, dating from Aug. 1, 1914.



The above is an example of how an exceptionally attractive window display can be made of such commonplace articles as threshers' supplies. The display depicting a threshing scene was made recently by A. E. Munro for the J. A. Johnson Hardware Co., Swift Current, Sask. The miniature machines in operation proved great drawing cards. They were operated by electricity from a concealed electric fan. Among the many lines shown in the display were forks, belting, oils, lubricators, oilers, wrenches, belt dressing, engine fittings, lanterns, etc.

Straight Facts on Auto Accessories in the Hardware Store

Most Rapidly Developing Department in United States Hardware Stores

By ROY F. SOULE

The accompanying article, reprinted from Advertising and Selling, tells of the rapid development of the auto accessory line in retail hardware stores of the United States.

Mr. Soule has interviewed a large number of merchants and the interviews related to in the article show conclusively that the sale of auto accessories in hardware stores is not confined to any one section of the States, but is general. There has been a wonderful development during the past five years, and in that time more wholesale hardware houses have taken on the line than there are exclusive automobile supply houses in the country. The development in Canada has not been as rapid as in the United States, but nevertheless, there are hundreds of Canadian retail hardware merchants who are now selling auto accessories, and information gathered by Hardware and Metal indicates that many firms will take on auto accessories during 1916. *In succeeding issues of Hardware and Metal the experiences of Canadian hardware firms handling auto accessories will be related.*

IN writing this article for Advertising & Selling Magazine I realize fully that I am talking to the most critical audience on the top of mother earth. The advertising manager is so accustomed to dressing up advertisements to resemble editorial material that he is the personification of suspicion when he starts to read. I am going to make some statements which may bring a comeback from the other side of the fence, but I shall mention names and places, and if you want better verification than the fact that Advertising & Selling is publishing this story, just write these live wires I have mentioned and benefit by the spark which comes from the contact.

The livest, most interesting, most rapidly developing department of the modern hardware business is automobile accessories. Some advertising managers are keenly alive to the fact that hardware merchants are already rated among the very best distributors of automobile accessories. Others are just waking up to the fact, and a few are asleep at the switch.

Welcomed By the Trade

The National Hardware Association, which includes in its membership practically all of the important hardware wholesalers of the United States, recently held its annual convention at Atlantic City, N.J., in conjunction with the American Hardware Manufacturers' Association. There were over eleven hundred men who rank high in hardware circles at this meeting. Interest centered around forty automobile accessory manufacturers who attended as guests of the association. These accessory manufacturers were given special identification badges, and an important committee made it its special work to see that interested hardware wholesalers and these manufacturers got together. One of the most important sessions of the wholesalers' convention was given over exclusively to the discussion of accessories in the wholesale hardware stock. Over three hundred hardware jobbers are selling automobile accessories to-day. More than one-third of this number issue catalogues. The growth of business in this line is simply astounding, and it is increasing more rapidly right now than at any time since auto accessories became hardware.

Rapid Development

Five years ago accessories in hardware stores was the big exception. The line is still new, but in that five years more wholesale hardware houses have taken on the line than there are exclusive automobile supply houses in the country, and you can depend upon one thing: the hardware jobber did not take on this line heavily until he had seen it tried out and knew that his retail customers could and would push it.

A prominent advertising man recently asked me if the hardware retailers would use the printed matter accessory manufacturers were supplying. "Use it; why, man," I answered, "they are away out beyond that. They use it and add to it good local newspaper advertising, good show case trims, splendid window displays in which good show cards call special attention to certain features of their service. When you couple up to a live hardware store you couple up to a trained selling force."

During the past 15 months I have been in every state in the Union in the interests of the paper I have the honor to edit, and I know from personal observation and contact that this hardware interest in auto accessories isn't a little local interest in the East. It is general, and the interest is gathering a selling power worthy of your most careful attention.

During the past five years I have visited over 2,500 hardware stores. I have come in contact with hundreds of dealers who are putting their shoulders to this accessory wheel. I will mention a few instances:

Baxter's Oil Business

Mamaroneck, N.Y., is a small town in a good automobile district. One of the livest stores there is the Charles M. Baxter hardware. I visited it recently, and it is a model of neatness. Business building ideas naturally sprout in a well-weeded store, and it is not at all surprising that Baxter's business on some of the newer lines of hardware is humming.

A Billy Sunday Punch

A splendid display of Mobiloils started our conversation. "Sell much?" I asked. "You bet," was the reply. "We have been selling oils for years, but until the automobile created a demand for special oils the business was about as interesting as the average mid-week prayer meeting, but special oils developed can business and put Billy Sunday emphasis into the proposition.

"We learned that there was money in oil in New York State as well as in Texas. At first we bought at random and prescribed to car owners as recklessly as a new interne does to charity patients. We meant well, but we lacked experience.

Booklet Makes Oil Sell

"Then we came in contact with a manufacturer who not only knew how to make oil, but how to sell it, and he passed the information on to us in booklets that told just what oil was best suited to each make of automobile. That dope was just like hot sun on a molasses barrel It started things running smoother, and by its use we have established a local reputation as experts on automo-

bile oils. Last year we sold 2,500 gallons. This year we are going to sell 1,500 gallons more. We carry a considerable stock of automobile accessories, but we boost oils. The other business follows and we make a profit out of everything we sell. Our record is pretty good for a little store with only about a seven-thousand-dollar stock, but it is going to be better."

Chandler & Farquhar's Big Record

Twenty men in Chandler & Farquhar's store in Boston are keen on the automobile accessory department. The boys in that store key up quickly to any live proposition. Just a year ago last September the firm put in Weed chain tire grips. In the first sixteen months they sold 5,000 sets, and they certainly set a record.

Profits Produce Chuckle

They sell Lunkenheimer fittings, all kinds of them, but they specialize on small fittings from ⅜ inch down. These fittings are sold almost exclusively to motor boat and automobile owners. Last year they brought over $10,000 worth of such fittings from Lunkenheimer. "What did you sell them for?" I asked. "Well, that would be telling," was Alexander Chandler's answer, but the way he chuckled when he replied was an answer in itself.

A Tip on Tool Sets

I noticed that the tool sets in Chandler & Farquhar's show cases contained nothing but the most standard tools. "Where do you buy them?" I asked.

"Well, you see, it's like this: Opinions sometimes differ as to which are the best tools in certain lines. We have been selling high-grade tools so long we think we know, so we buy the cases and fill them out of our regular stock, and it makes a hit with the trade."

"Is the hardware merchant in the accessory game to stay?" I asked. His answer was another chuckle and a question that parried well. It was this: "Can a fish swim?"

DANGER
between Buffalo and New York
Worst stretch of road
vehicles slow down to
1 mile per hour.

The above show card in an unusual accessory window by Barker, Rose & Clinton, Elmira, N.Y., surely stopped the crowds.

A piece of road near Elmira had a reputation as bad as a two-cylinder car in a mountain country. This display was used just before the Elmira automobile show. It set the town thinking. Local editors sharpened their pencils and wrote luridly of the disgrace of that mile of highway. They all mentioned Barker, Rose & Clinton's window and referred to this concern as one with more than surface interest in the community.

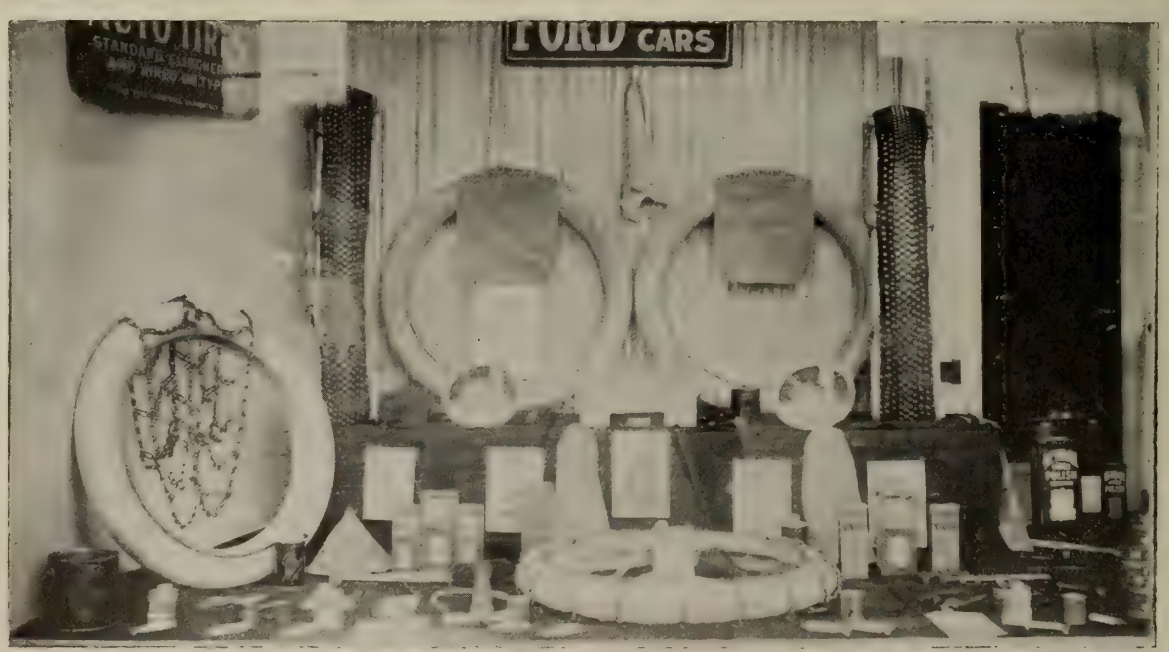
Live advertising, wasn't it? That road was repaired. It is now the pride of the community, and these hardware automobile accessory dealers got and deserved credit for it.

Barker, Rose & Clinton put in automobile accessories last year. This year they are making a record. Every month they have doubled the accessory business of the corresponding month of last year.

From Turnovers to Pie

D. Fletcher Barber, president of the National Retail Hardware Association, didn't just happen to fall into that title. He's a hand-picked man, one who pumped his way into the hardware field on a bicycle long before the mysteries of motor propelled vehicles began to be unfolded. Chandler and Barber were big people in Boston hardware circles long before gasoline became the great national perfume, and they knew a good thing when they saw it. Naturally they met automobile accessories out at the front gate and ushered the line up to a favored place on their screened porch. They treated accessories like one of the family, and it has fitted so nicely that papers of adoption are considered superfluous. They carry about $1,200 worth of accessories in stock, and turn it faster than an eight-cylinder cuts corners with a motorcycle cop on the trail. Five turnovers was their record in 1914, and this year they are counting on going out of turnovers and into the regular pie, for which New England is famous.

They use catalogues which were recommended to them by jobbers. These catalogues illustrate everything from spark plugs to windshields. President Barber says: "Make haste slowly. Buy sample



Window display of auto accessories by the George Taylor Hardware Co., Cobalt, Ont. The Taylor Hardware Co. has handled auto accessories for some years. They not only sell auto accessories but automobiles as well. Show windows are used quite frequently to keep the accessory line before the public.

lots rather than plunge when you start. It takes a year to find out what you want, but when you do find it, it's well worth the trouble."

"Would you consider discontinuing the line?" I asked. "No," was his answer, and it sounded not like the genial New Englander, but like the bark of a Krupp. Yes, Barber knows a business builder when he sees it.

Twenty-five Barrels of Batteries a Year

The Merkle-Miller Hardware Company, of Cleveland, made a Tom Thumb start to a Jess Willard finish when they gradually let automobile accessories edge their way into the bicycle supply department of their store. Their record is good on all standard accessories, but in the twenty-sixth round they beat all selling records on batteries to pieces.

They started buying batteries by the dozen; when they had worked up to the place where they could buy and sell a barrel a year they found confidence, which is the keynote to business, and now without flicking an eyelid they contract for twenty-five barrels of batteries a year and sell them, not at cut prices, but at a good stiff profit. They use two good show cases for accessories, and have no hesitancy in saying that automobile accessories are hardware, not by chance, but by right.

Took Care of the Dull Season

Claude R. Horne, president of the Carrollton Hardware Company, of Carrollton, Miss., recently said: "For fifteen years we worked to equalize our business so that cash sales might run about the same month for month. Credit sales were easily controlled, but cash was hard to govern. The boll weevil made credit too risky in Mississippi. There was just one thing left for us to do, and that was to boost our cash sales, and particularly in our dull period, which is from April to September.

"We tackled automobile accessories because we figured the demand was good in our quiet months. We also thought that a man who could afford to own a car should be able to pay cash. We have found these things to be true, and the percentage of profit is larger than on regular hardware. We turn our accessory stock every thirty days. We felt our way, buying what we thought was a thirty-day supply to start. In tires we chose a limited number of Ford sizes, and have never plunged. We know that fresh rubber means fast sales. Our accessory business is growing and we are making money out of it."

300 Per Cent. Increase for Montana

Helena, Montana, is located out in that section of the Rockies where automobile salesmen talk the climbing power of their cars. The Helena Hardware Company is a progressive western firm. They are quick on the trigger when it comes to stocking modern goods. They are from that section of the country where merchants don't meditate after they are convinced that something will sell; yet they do not plunge on every idea. Their initial cost of accessories amounted to $20. The first year they turned it so many times they wore the corners off and began to roll it. The second year their increase in accessory sales was 300 per cent. over the first year. They say that standard tools and automobile accessories are so closely related that they drifted into accessories just as naturally as a brook flows into a river. They are still breaking records and are rolling their stock over so many times that members of the firm have had to buy motor cars to keep up with the procession.

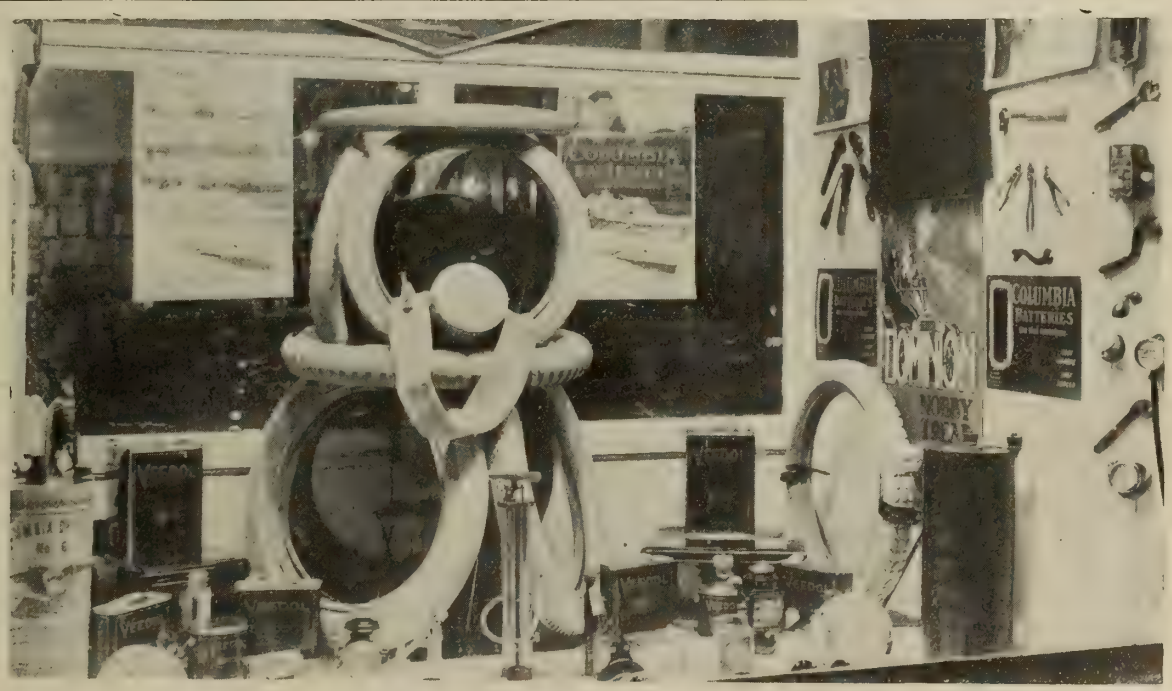
Texas Better for Accessories Than Saddles

Bert Beall, president of the Beall Hardware & Implement Company, of Greenville, Texas, chuckled as he remarked "It was funny. Some of our competitors thought we were crazy, and the village wind-jammers spread the glad tidings. It was a little over four years ago."

"Whatcha do?" I asked.

Bert chuckled again and said: "Well, we put in a stock of automobiles and accessories. Even some of our good friends thought we had gone off our tangent, but we saw cowmen turning their ponies to pasture and come buzzing into town propelled by gasoline, and we knew that Texas was going to be a better state for accessories than for saddles. Automobile accessories can be added to a hardware stock with less expense than any new line I know. A small stock can be turned from twelve to fifteen times a year, and the goods carry from 25 to 35 per cent. velvet.

(Continued on page 32.)



Lariviere, Inc., Montreal, sell automobiles and accessories. The above display of accessories shows some of the lines carried in stock. Window displays of accessories are shown quite frequently and keep the line before the public.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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BRIEFS

PUTTING ONE defective article in the Christmas window will render ineffective the most elaborate of displays. All goods shown must be perfect.

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THE BUSINESS men of Canada realize that it is just as essential to success in war to keep the lines of business communication open as it is to send troops into the field to defend the colors.

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RETAIL MERCHANTS are doing a larger proportion of cash business at the present time than they have been accustomed to for many years—and business on a cash basis should be encouraged as much as possible.

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THE INCREASING industrial use of wood alcohol has created conditions of carelessness in the handling of it. Wood alcohol is an active poison, and all bottles, cans or other containers of this liquid should be plainly and conspicuously marked "Poison" in compliance with the law.

AN ACUTE SITUATION

THE Canadian hardware and metal trades have probably never faced such a momentous situation as occurred when the steel mills led by the United States Corporation practically dropped out of the Canadian market. HARDWARE AND METAL, from the first, has pointed out the serious significance of this action and a month ago printed a comparative table and an article showing the advances which had already taken place. Accompanying this article was a summary of the situation which was practically a review of the arguments advanced weekly as to why the market was certain to rise to unheard of levels. This summary is reproduced in this issue with the addition of a new column showing the prices on these same lines this week. Note the advances which have taken place in a brief month. They are merely a guide to the general situation to-day as it affects the products of iron and steel and the higher manufacturers thereof.

Let us further consider the future. Far from being relieved the situation is more acute than ever. The mills continue their attitude of indifference as to new business. Dealers state that their prices to-day are low in comparison with the cost of materials and argue that there can be nothing but advances, as the present stocks are depleted and there is no assurance as to future supplies. That the outlook is not improving is indicated in the recent report of the United States Steel Corporation. This report showed that at the end of November there was unfilled tonnage of over 7,000,000 tons and that the increase for the month had been more than 1,000,000 tons, whereas the outside estimate had been 300,000 tons. In other words, the orders came in at the rate of 40,000 tons per day more than the output or practically double. This indicates that the buying movement is not decreasing, but increasing.

As has been previously pointed out, however, the question of price is involved for the reason that heavy consumers protect themselves for about six months in advance and they will not pay the higher cost until their present contracts expire. Thus there may be a reaction, but the probability of this seems to be largely obviated by the fact that heavy consumers are filing specifications with their orders at the present market which is at an abnormal level. This means that they prefer to cover deliveries to taking a chance on a reaction in price. Deliveries in Canada are now from four to six months behind.

The market indications are, therefore, for higher prices. But there are new factors developing with the rise. As usual, there has been a big buying movement, but the higher cost is likely to curtail demand. Eventually there is almost certain to be a reaction from the high point attained. The question is to decide when the high point is likely to be reached. It is doubtful if anybody knows the definite answer, but so far dealers in close touch with the market state that they can see nothing but further advances.

INCREASE ALUMINUM PRODUCTION

THE president of the Aluminum Company of America, in a speech made to a Detroit body of business men interested in aluminum referred to the

efforts his company is making to increase the production of aluminum.

The official stated that his company is now producing 18 pounds of aluminum where 10 pounds were made in 1914. At the present rate of production the output would be about 144,000,000 pounds per annum.

The company is now expending upwards of $20,000,000 to increase its production. Some portions of the new plants will be in operation next May, and the balance by the close of 1916.

This expenditure does not include an extensive plant which the American Company has recently taken over, but which will not be in operation for another 12 months.

Referring to the current high price of aluminum, the official said that it was in part due to the fact that the British Government had commandeered the production of his company's plant located in Canada for the current year and 1916, so that this supply, 8,000 or 10,000 tons per annum, goes to England instead of coming to the United States as usual.

GET IN THE MONEY

ALTHOUGH the merchant who conducts his business on a credit basis, must push collections vigorously at all seasons of the year, there are certain times when it is advisable to make an extra special effort.

During the next few weeks there is need for the prosecution of an unusually active collection campaign. There is plenty of money in the country. Deposits in the savings banks were never greater than at present. The farmers have secured huge sums of money from the abundant crops which have been harvested.

There is little or no unemployment in Canada. Is there any reason why the hardware merchant should not be able to collect the bulk of accounts which are outstanding? A great many retail firms have watched accounts closely, and pushed collections with vigor, ever since the outbreak of the war, and in many instances, they are the ones who are not experiencing any trouble in financing their business at the present time.

The merchant who keeps his accounts collected will not find it necessary to get accommodation at the bank and therefore will not leave himself open to inconvenience should a more serious financial stringency develop in the future.

One department of the store in which the extension of credit has to be watched carefully at the present time is the stove department. A good margin of profit is available for the man who has the agency for a reputable line of stoves and who stands up for a legitimate profit and sells his goods on a quality rather than a price basis. There is, however, one pitfall which retailers have to guard against, and that is the indiscriminate granting of credit terms. The stove business is to a considerable extent a credit business. It is the duty of every retailer to pay close attention to the matter of credits this year. The retailer should sell on time only when investigation into the customer's record, or personal knowledge of character, has convinced him that payments will be met promptly and without fail.

There are some hardware firms doing a strictly cash business in stoves, but this is not always possible. The majority of merchants find it necessary to extend credit in some cases. Where credit is extended a time limit for final settlement should always be set. Another point which deserves earnest thought is that of price-cutting. This business demoralizer is found in all communities. The merchant who has the agency for a good line of stoves should stand up for a good profit. It is quite customary for prospective customers who are not in a position to judge fairly to try the beating down plan and make comparisons between various makes of stoves and prices. The retailer should be the judge of the value of the stove he is selling. He should set a fair price and stick to it.

TREMENDOUS OUTPUT OF STEEL

SOME idea of the tremendous demand for steel may be gathered by a study of the intensive method of production exercised in the steel industry in the United States. According to the *American Metal Market* even the cripples and supposedly incurable ancient blast furnaces are being pressed into service—more came into blast last week—and, favored by the continued auspicious weather, contributed an unexpectedly large share of crude metal to be converted into steel. The mills, too, running double and even triple time prevented any accumulation of ingots.

Signs of distress have appeared here and there among the hard-pressed smelters; "hot spots" have compelled leniency in operation but modern engineering and mechanical surgery, in not a few instances, has overcome the distemper and sent the furnaces back to the firing line.

It is estimated that the industry as a whole is producing steel ingots at the rate of 39,600,000 tons annually and with the help of the crucibles and electric furnaces may be the steel output is at the rate of 40,000,000 tons a year. This indicates that rolled and cast finished products are being produced at the rate of 29,688,000 to 30,000,000 tons a year. The total output of ingots for the calendar year, however, will not be over 31,000,000 tons, or approximately the tonnage produced in 1912 and 1913. Consequently, the total production of rolled products for the year will be about 26,000,000 tons.

Farmers Demand Ready-made Fence

Object Lesson Provided by Quebec Government on New Highways Will Result in Big Sales Next Spring, But Dealers Must Carry it in Stock —Increase in Auto Traffic

WITHIN the past five years, the Quebec Government has been spending huge sums of money, on new highways. Many of these connect with the United States border, and have been extended into American territory by the authorities across the line.

Increased Auto Traffic

This has had the effect of increasing automobile traffic to an enormous extent, and is of importance to the hardware trade in that it has created a big demand for accessories. This is noticed not only in the larger centres, but also in the smaller towns and villages, where some of the general stores have almost lost their identity because of the importance assumed by this new business. One hears from every quarter of the province of hardwaremen introducing automobile accessories, or announcing their intention of doing so in the coming spring.

Stimulate Demand for Fencing

These new highways have had a stimulating effect on another branch of the hardware trade, and in a rather curious manner. In making the roads, the Government has found it advisable in certain cases to change the course of the highway in order to secure a better surface, to avoid a hill, or to shorten the distance between two points. In these cases they have made use of ready-made fencing.

Both the railways and the Government have learned, after experience in the law courts, that it is cheaper to spend a little more money on fencing, and avoid the possibility of maiming cattle.

Will Be Big Demand

The farmers of Quebec Province, especially those on the routes of these new roads, have observed that the use of ready-made fencing eliminates danger to cattle, and are making insistent inquiries regarding the cost. It looks as though the demand in this province will be an exceptionally good one next spring, especially as the farmers in Quebec are unusually well off this year. The only difficulty is the higher cost of ready-made fencing, but the farmers realize that it will be money well spent.

From observation, it appears that sales of fencing direct from manufacturer to consumer do not cut a big figure in P. Q. The farmer here is not so disposed to wait for delivery as his fellows in some other parts of the country. When he decides to buy fencing, he wants it right there if he can get it. Hardwaremen have found that the only successful way to handle fencing is to have it in stock.

One Merchant Lost Business

One of the largest dealers in the Eastern Townships made the admission recently that he had lost hundreds of fence sales because he did not carry a stock. He carries only samples. To use his own words: "I could have sold two hundred rolls where I sold only five, by not having it on spot. The only reason why I have not carried it has been because I had not the necessary space. We intend to go right after this business for the coming season."

AUTO ACCESSORIES IN THE HARDWARE STORE

(Continued from page 29.)

"To hardware merchants who are tackling the line for the first time I just want to say that tires are cash. Don't let any one convince you that they are anything else.

"Our accessory business is growing all the time. We have found it mighty profitable."

Horse-Sense and Conservatism

From Texas let's jump to that other State as big as an empire. In Pennsylvania there is a good town called Pottsville. In Pottsville there's a good store known as the Swalm Hardware Company.

For years these local boosters sent customers to the garages for accessories. One day they threw in the reverse and bought $100 worth of accessories. Store records tell the rest. They keep a young automobile owner out every year boosting their accessories, oils, greases and tires. He pays his own pay plus.

J. S. Swalm says: "It takes a year to learn how to buy accessories. It is different from hardware or sporting goods.

"There are many things of which to be wary.

"There is always a tendency to buy too much.

"There is always a tendency to get the large discount that comes only with quantity purchases.

"There is always a desire to take up every new item, and they are numberless.

"The principal requirements of an accessory buyer are horse-sense and conservatism.

"Buy only for the market in sight.

"The fewer brands you buy the cleaner your stock will be, and the more often you will turn it. Every new brand means new development work for you, and that costs money.

"The line is a money maker. Quality, service and goods in stock compete very successfully with mail-order houses and cut prices. That's our experience."

Birmingham, Ala., is down in that section of the world where the caddies are ebony-hued and where the honk of a horn scatters pickaninnies and game cocks.

The Turner Electric Supply Company are live wires in Birmingham's accessory field. They recently manufactured an automobile which they named the "Spark Plug." It was made of 1,000 empty spark plug boxes.

Wolf a Bear for Business

Out in Paris, Ill., folks say Wolf is a Bear. Sounds sort of contradictory until they explain that he's a bear for business, and that automobile accessories is his pet cub.

Wolf's initials are A. M. Naturally, any one had to get up early to beat him to a sale. Paris is a town of 8,000. Two garages held a mighty monopoly on the accessory business until A.M. bought his car and felt the need of accessories. The local supply was so low that they had to reach up to touch the bottom, so Wolf bought direct, and in a surprisingly short time found his stock of accessories swelling with his fund of information. He now carries about $2,000 worth of accessories in stock, and he displays them from A. M. to P. M., plus a well-lighted window. His show cases and display tables tackle automobile owners, who have replied to the four-page circular mailed out each year, and Wolf says automobile accessories rank right up among the profit leaders in his store. Little town, listless competition with a lop-sided credit rating. Say, it's a great place for a bear to roam! Good luck, Wolf.

Van, the Tool Man

Now, let's jump over to Lansing, Mich., for a talk with A. T. Vandervoort. They call him "Van, the Tool Man," because he has established a reputation as a wonderfully posted man on tools. At the same time he has established a tool business that is big even in Toledo, where tool users are as plentiful as grain growers in Dakota. Van ventured into automobile accessories in 1912. He was one of the first to catch the spirit of the accessory campaign Hardware Age launched at about that time. The first year his accessory sales totaled $2,000. Last year Van sold $6,000 worth of accessories, and this year he will nearly double his record. Van has taken a post-graduate course on tools, but there is one word in the English language he would abolish. It's the word "can't." Van says hardware merchants are the logical distributors of automobile accessories. The dealer who says he can't sell them looks like a lead nickel to Lansing's big tool man, and Van is right. Van also says that if a dealer doesn't watch his P's and Q's in tire adjustments he will puncture the atmosphere with the worst English in his vocabulary.

Criticisms of Christmas Ads

Good and Bad Features in Retailers Advertisements—Three Seasonable and Attractive Ads. by Hardware Firms—Automobiles and Accessories Featured as Gift Lines

JAMES S. NEILL & SONS, Fredericton, N.B., are liberal users of newspaper space. The accompanying illustration shows a reproduction of a full page advertisement, which appeared in the December 11th issue of a Fredericton newspaper. This advertisement features Christmas goods and shows a representative line of practical gifts which form a part of the stock in most modern hardware stores. The ad. is exceptionally attractive and well balanced, and is strengthened by the liberal use of illustrations. It would have been more effective, however, if more descriptive matter had accompanied each illustration.

For instance, in the case of the bread mixer, a short reading notice pointing out the special features of the mixer, would appeal strongly to the housewife. She would be interested to know that the mixer will mix thoroughly in three minutes, that it is simply constructed, and easily cleaned, that it can be clamped to a table or cabinet, that with ordinary care it will last for many years, that it mixes more thoroughly than would be possible by hand-mixing, and that it is a great time saver, etc. This information would occupy very little space in the advertisement, and would create more curiosity, and cause more inquiries to be made, than by simply showing the illustration and quoting prices.

The name of the article does not appear in the advertisement. It is evidently taken for granted that all women who read the advertisement will know that the cut represents a bread mixer, and that it is a handy device to have around the house.

A short reading notice on the value of a food chopper and its many uses would have greatly strengthened the pulling power of the ad., as far as this line is concerned. The weakest feature of the ad. is the absence of a sufficient descriptive matter, but, on the other hand the ad. has a great many more good features than bad ones, and it should have been the means of pulling considerable business, even though many of the inquiries would not have been of a direct nature.

Features Auto Accessories

One very commendable feature of the advertisement, is a section devoted to automobile accessories.

"Nothing would be more acceptable for the auto owner than something for his car. We have many accessories that will please him," states the ad. The suggestions which follow are: Horns, seats, wrench sets, valve grinders, steering wheel covers, paper bag covers for storing cars, pocket air gauges, mud chains, glariscopes, tires and tubes, etc.

The auto accessory line is one that is often overlooked by hardware merchants and it is one of the livest lines that hardwaremen can handle to-day.

The introduction in the Neill advertisement is interesting, and to the point, and strongly emphasizes the fact that the hardware store is a logical place to purchase Christmas gifts. The introduction reads as follows:—"In olden times the hardware store was never considered a suitable place to buy Christmas gifts, nor was it ever thought by the Hardware Merchant that he should lay in a stock of appropriate gifts, cater to the Christmas shopper, and try to bring in a portion at least of the large amount of money spent at the holiday season. In the last few years he has begun to realize that the endless quantity of goods he carries in stock would make the most suitable and useful gifts for every member of the family. The buying public are also beginning to realize that to shop at the Hardware Store means getting something that will be useful 365 days in the year.

Before spending your money on some paltry article which is of no lasting value, come in and look around our three large stores, which we have transformed into a veritable haven of good things at a moderate price.

Our large staff will be only too pleased to wait on you and see that you get dollar for dollar in value for your money."

The foregoing appeal is a strong one, and tells a true story of a change which has taken place in hardware merchandising during recent years.

The ad. of the Rogers Hardware Co., Charlottetown, P.E.I., occupied a space four columns wide and the full depth of the page.

"Early shopping day" is featured in the advertisement. Special train arrangements had been arranged with reduced railway fares. In the introduction an invitation is extended to the public to visit the Rogers store and view the many gift suggestions which are on view for inspection.

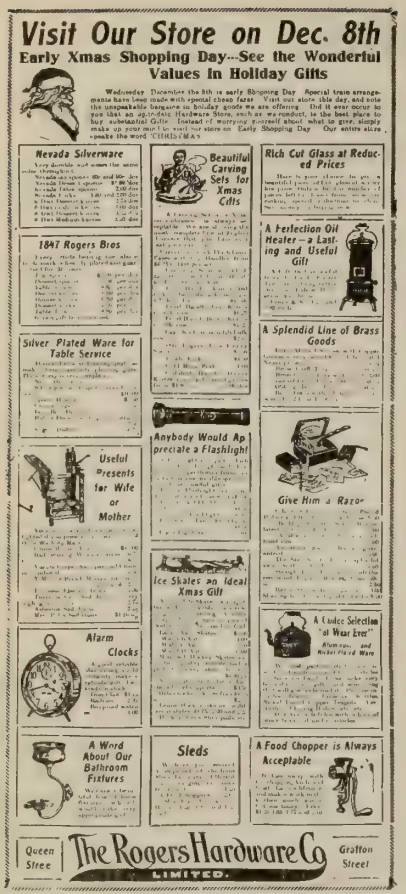
Automobile accessories are featured as Christmas gifts in the above advertisement by James S. Neill & Sons, Ltd., Fredericton, N. B.

The ad. is very attractive and is well balanced. The use of illustrations is a very commendable feature, although two or three more illustrations could have been used with splendid effect.

It would have been possible to use a great many more illustrations, had smaller type been used for the descriptive matter.

However, the ad. as it appears is a very creditable one, and should make a good impression on the buying public in the district where the newspaper circulates.

Plays Up Toyland

Adamson Hardware Co., Orangeville, Ont., used space three cols. wide by the full depth of the page to feature Christmas goods, and announce the opening of toyland. The heading and introduction to the advertisement would have been

The Rogers Hardware Co., Charlottetown, P.E.I., featured an "early shopping day," in the above advertisement.

stronger if fewer styles of type faces had been used. The heading and introduction appears to be badly broken up, and rather hard to read owing to the fact that five different styles of type have been used. A much more attractive effect would have been secured by using only two or three styles of type.

Despite a few minor defects the ad. should pull a great many people to the store to see Toyland and to inspect the various Christmas lines which are featured in the ad.

The Adamson Hardware Co. has secured the agency for a new and popular-priced automobile and are featuring it as a suitable gift for the whole family.

Other Christmas Ads.

Dozens of Christmas ads by hardware firms have reached the office of Hardware and Metal. Budge Bros., Thessalon, Ont., used a full page to feature Christmas goods. The ad is headed "Useful Christmas Gifts." The introduction runs as follows: "Our hardware store is just the place to come for your Christmas presents.

"We have suitable, sensible gifts for your friends, for all your family, for the home.

"Buy gifts that are appreciated for their lasting and useful qualities."

"Here are some suggestions that will aid you in settling that vexed question, 'What shall I give?'

"Before you buy, be sure to come in and see what we've got. You'll save money on your gifts at our store, too."

The balance of the ad is divided off into panels in which are listed various lines under the following headings: Cutlery, silverware, cut glass and china, brass goods, household goods, for the kitchen, for the men, for the girls, for the boys; for the boys, girls and baby.

Two large illustrations were used in the advertisement and help to add to its attractiveness.

The introduction in the ad of Fred. W. Karn, Woodstock, Ont., is headed "Christmas Goods at Old Prices," and runs as follows:

"In order to protect our customers from the great advance in prices, we were obliged to place our orders very early before the high prices came into effect. Our import order of cutlery which was placed last April has arrived. These goods have advanced nearly 50 per cent.—but our stock goes at the old prices."

The foregoing is followed by illustrations, descriptions and prices of various cutlery lines.

The George Taylor Hardware Co., Ltd., Cobalt, recently ran an ad featuring silverware. The introduction which was followed by descriptions and prices, ran as follows:

"Give her —— silverware. Appeal directly to her sense of economy and thrift. Make her Christmas happy by giving a piece or a set of —— Silverware. If she is at the head of a home, your gift could not be more appropriate. Nor could it be in better taste, because —— ware carries such a high degree of quality and good appearance, that it's really fit for the home of a king.

"We have a complete stock of this silverware in plain and fancy patterns. Considering service, the prices as quoted below are exceptionally low. Let us have the pleasure of showing you these patterns."

BROOM PRICES ADVANCING

Broom prices are likely to go up again. A couple of weeks ago an advance of from 25 to 50 cents per doz. was referred to but the situation with regard to broom corn in the United States—the source of our supplies—is such that a further rise seems inevitable. It is forecast by some manufacturers that this will at least be another 50c per dozen in next few months.

Our broom corn comes chiefly from the States of Oklahoma, Kansas and Illinois. The heavy rains during the season this year damaged the crop so badly that there is comparatively little good corn to be had.

Into the bargain, dyes which are used in manufacturing brooms have increased greatly; in fact, broom corn dye is out of the question entirely. Wire has gone up on account of demand for steel, around 25 per cent., and twine has also advanced. In view of these conditions, further advances in brooms seem inevitable. The next crop is a long way distant—October and November of 1916.

Since the beginning of the war, bristles for the manufacture of paint and other brushes have risen considerably in price, the extra war tax duty of 7½ per cent. being partly responsible. Bristles come chiefly from Russia, China and France. Germany used to export some, but none since commencement of the war. The brush situation is, therefore, firm but not to same extent as the broom.

Fibre is also high in price. One of the chief sources of this is Mexico, which accounts for the reason. Other sources are India and Brazil.

Adamson Hardware Co., Orangeville, Ont., feature toys and automobiles as Christmas gifts.

Overcoming the Frosted Window

If Window is Enclosed at Rear This Can Be Accomplished by Vent Holes—The Electric Fan and Gas Flame Are Common Methods—Some Chemical Remedies—Importance From Selling Standpoint Keeping the Glass Clear

A FROST-BOUND window is worthless. The front of the store might just as well be boarded up so far as the selling properties of the window are concerned.

Frost can be prevented from forming on windows in many ways. But probably the only permanent method is to so construct the window that the same temperature can be maintained both inside and out. This necessitates a current of air from the bottom to the top. When the air inside is warmer than that on the outside the moisture which forms comes in contact with the colder glass and is frozen on it. Occasionally in very mild weather the air on the outside becomes warmer than that inside, and frost forms from the same cause outside the glass.

When a doctor has a patient ill with some chronic trouble he aims to determine the cause and then to remove it. The same should apply to the frosted window trouble. First determine the cause (and this is given above) and then find a suitable method for removing it.

Window Should Be Enclosed

To bring about this it is essential that the background be built clear up to the top of the ceiling and be as nearly airtight as possible. To insure a good supply of light at the same time, it would be advisable to board up the back of the window five or six feet, and use glass in the rest of the space.

The boards in the background can have a couple of thicknesses of white unbleached muslin pasted to them or a painted background. If white unbleached muslin, with two thicknesses, is used, an excellent effect will be obtained and the muslin can, when desired, be covered with crepe paper or cloth.

A white enameled background is preferred by some, especially if the store itself is finished in white.

The proper ventilation of the window is of the highest importance and the window should be so made that holes can be bored along the frame at the bottom, also at the top. The cold air will go in at the bottom and warm air go out at the top, thus keeping the temperature practically the same as that outdoors. If there is sufficient ventilation frost will not form on the glass. The holes should be covered with a screen to keep dust out. In the hot months the holes can be covered with strips of wood nailed on the back.

Where the windows are not modern ones, or if the floor is even with the lower part of the glass, another plan will have to be used. This consists of boring a hole in the wall under the glass and placing in it a tin tube, or piece of elbow stove pipe, covering the outside with fine screen to keep out the dust. This should open up through the floor. Then bore holes at the top so as to get plenty of circulation of outside air.

Paper or cloth must not be placed over the openings because that would prevent the circulation of air.

Opening In the Side

In the store of Stanley Mills & Co., Hamilton, Ont., an original idea has been used. Small openings have been provided above the plate glass in the sides of the window. The openings are about 6 x 16 inches, and are hinged at the top. They swing inward, and are operated from the interior of the windows. They can be kept open sufficiently long to maintain the temperature inside on a par with that outside. At the same time, being on the sides, they are not exposed to the dust of the street. Neither do they detract from the appearance of the store front.

Gas Flame at Window Base

There are many other methods in use. Butcher shops frequently use a gas flame. A gas pipe extends across the bottom and front of the window on the inside. This contains several small holes short distances apart, and the gas is kept burning all day. This keeps the plate glass on the outside so warm that the moisture of the air does not freeze on it. This method, however, is rather expensive.

The Electric Fan

Another plan is to use the electric fan. This keeps the air circulating throughout the window and comparatively dry. There is considerable expense attached to this, as electricity is being consumed all the time the fan is in motion. The plan, however, is fairly effective.

Chemical Remedies

Rubbing the glass with glycerine has

(Continued on page 46.)

Above is shown a window display of gifts for men and boys. This display demonstrates that there are a great many hardware lines which make suitable gifts for men and boys. The display was arranged by H. E. Stephens for the Calgary, Alta., branch of the Ashdown Hardware Co. and entered in Hardware and Metal's window display contest last year. Among the many articles displayed are shaving brushes, mirrors, razors, mugs, clocks, watches, cuspidors, razor strops, boxing gloves, pocket knives, thermos bottles, dumb bells, swinging clubs, skates, hockey sticks, tool sets, razor hones, skating shoes, paper shears, etc. This display furnishes many excellent suggestions for window trimmers.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—No War Stamp: Fined $20—Free Industrial Alcohol—Russia Wants Cannon—Canadian Inquiries for Steel.

NO WAR STAMP—FINED $20

From Journal of Commerce, Montreal.

IT is announced from Ottawa that Hon. Mr. Casgrain, Postmaster-General, "has decided to issue a three cent stamp for convenience in war time. This," the report continues, "will obviate the necessity of affixing the ordinary two cent stamp and a one cent stamp upon each letter." True, very true. This stamp annoyance is one of the things that we have been hammering at for many months. We welcome the announcement of reform, tardy though it is. But can anybody give a reason for the adoption of a three cent stamp to-day that did not exist as fully when the war stamp taxes were first imposed? What should be Hon. Mr. Casgrain's reward for having for so many months subjected the whole people of Canada to an exasperating annoyance?

Now that the Postmaster-General has seen the error of his way we have a hope that the Minister of Finance also will awaken to the need of reform. Nobody is disposed to complain of his stamp tax on cheques. It is a legitimate war tax. But why not make its application as easy as possible? In Ottawa last week a man was fined $20 for having sent out a cheque without the necessary stamp. A witness swore that the stamp had been affixed. There was no stamp on the cheque when it reached the party for whom it was intended. The man was convicted and fined. The case, we believe, was the first of the kind that has occurred in our courts since the stamp tax was imposed. But if everybody who when making a cheque neglected to affix a stamp had been prosecuted the jails of the country would be crowded. The offence is committed a hundred times every day. The stamp has to be affixed in a great many cases by the receiver of the cheque or by the bank when the cheque is presented. Why should not the Minister of Finance arrange with the banks for the issue of stamped cheque books as in England? His hundred million dollar loan should not draw his attention entirely away from the smaller things of life, which often are more immediately important than things that may seem bigger.

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FREE INDUSTRIAL ALCOHOL

From Industrial Canada.

WHEN casting about for ways and means to stimulate production, to increase employment and to add to Canada's material prosperity, the Government should not overlook the simple and inexpensive expedient of removing the excise duty on alcohol (always of course under suitable regulations and restrictions) when used for industrial purposes.

For a great many industries alcohol, either pure or denatured, is a necessary raw material. In one form or another its use is desirable, if not actually necessary, in the manufacture of varnishes, polishes, lacquers, stains, paints, enamels, oil cloth, linoleum, photographic plates and papers, soaps, fulminate, electric lamp filaments, incandescent mantles, rubber, aniline dyes, fireworks, matches, steel pens, artificial flowers, inks, celluloid, felt hats, crepe, chloroform, ether, bromide, collodion, disinfectants, liniments, lotions, capsules, insecticides, surgical dressings and numerous other articles.

Recognizing its wide application to industry nearly every progressive country has adopted regulations to encourage rather than discourage its use. The United Kingdom, for example, has not only made alcohol free of excise when employed in manufacturing processes, but permits it to be denatured by any one of a score of methods, according as to the use to which it is to be put may require. Usually the denaturant employed must have the effect of making the alcohol non-potable, but where anything other than pure spirit would be unsuitable to the purpose to be served, even it may be had duty free under proper restrictions and safeguards.

The United States made alcohol free for industrial purposes in 1906, after a thorough investigation of the whole subject by a special Committee of Congress.

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RUSSIA WANTS CANNON

From American Metal Market

THE Russian government wants to buy cannon. American manufacturers of ordnance want the orders. Many difficulties are in the way for speedy closing of contracts; among them is the shortage of skilled labor in the machine shops of the ordnance companies. The Russian inquiry now in the market is for 5,000 three-inch guns. The largest prospective contract that Russia has placed during the present war. Each gun requires 2,000 lbs. of high grade nickel steel, and with the recoil mechanism, jackets, trucks and wheels, each piece of ordnance will weigh from 5,000 to 7,000 pounds. Delivery is asked during 1916 as may be convenient for the ordnance manufacturers. It is understood that even if the order were accepted now it would be March or April of next year before work could be started in the foundries and shops. It is estimated that each piece of ordnance would cost from $7,000 to $8,000, which means the expediture of from $35,000,000 to $40,000,000. The inquiry comes from the foreign interest that placed the original contract for high explosive shells for Russia with the Canadian Car & Foundry Co., which contract called for the expenditure of $83,000,000. Previous reports that the Canadian Car & Foundry Company obtained its contract direct from the Russian government is now known to be incorrect.

* * *

CANADIAN INQUIRIES FOR STEEL

From American Metal Market.

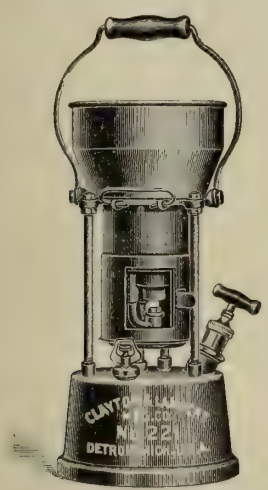
CANADIAN manufacturers, who recently secured contracts for high explosive shells from the Dominion Shell Commission, are negotiating with American Steel Companies for steel billets, forgings and round steel bars, aggregating between 40,000 and 50,000 tons, which will call for an expenditure of about $20,000,000 in the aggregate. The inquiries come from several different sources and are for lots ranging from $3,000,000 to $6,000,000 or $7,000,000 each. It is understood that the shells range in size from 4 to 12 inches in diameter. Some of the above inquiries it was reported later, came from domestic manufacturers of munitions who are on the point of closing sub-contracts for shells with the Canadian manufacturers who received the original awards from the Commission.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

IMPROVED KEROSENE FIRE POT

The Clayton & Lambert Mfg. Co., Detroit, Mich., have recently introduced to the trade their No. 221 Kerosene Fire Pot, illustrated herewith, which they claim embodies many improved features in construction. The burner is made with a powerful generator that superheats the kerosene gas before it is burned and which, the makers claim, is remarkable in heat producing qualities, burning little fuel and producing a clear blue flame, free from smoke and odor. All parts are made of the best metals



Clayton & Lambert No. 221 Fire Pot.

and are strong and can be easily cleaned, should they become clogged from impurities in the fuel. A cleaning needle is supplied free. The large automatic brass pump quickly produces all needed air pressure for operating. The pressure can be released when desired to extinguish the flame by means of the air valve screw in the filler plug. The tank is of heavy gauge welded steel and is said to be practically indestructible. An adjustable wind shield makes the fire pot excellent for all outside work in bad weather as well as for use indoors.

SAFETY LADDER GRIP

The Morrison Safety Ladder Foot Suction Grip Co., Lowell, Mass., offers to the trade the Morrison safety ladder foot suction grip, which is made for all sizes of ladders. The device is claimed to make the ladders extremely safe. The castings are made so that their life is practically unlimited, even though the ladder wears out, and the rubber suction grip pad can be renewed at a small cost.

It is stated by the company that the more weight on the ladder the tighter

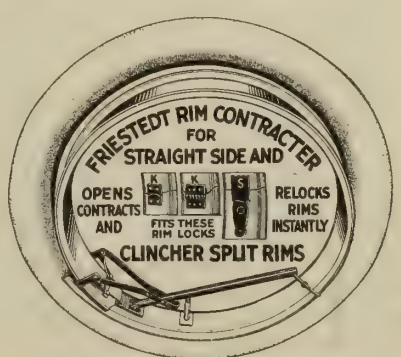
Morrison safety ladder foot suction grips in use.

is the hold of these suction grips, even on such surfaces as polished iron, glass, marble, ice, polished floors, asphalt, etc.

Aside from the safety feature, the grips are said to prevent the ladder from scratching and marring delicate surfaces which it is placed against.

RIM CONTRACTOR

Friestedt Rim Contractor Co., 2934 Lake street, Chicago, Ill., offers to the trade the Friestedt rim contractor for



Friestedt Rim Contractor.

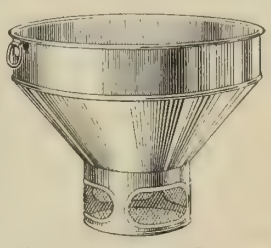
straight side and clincher split rims. The makers claim that the device opens, contracts and relocks straight-side and clincher split demountable rims instantly, without clamps to adjust, nor bolts to tighten. They also claim that with this device quick tire changes are as easy by the roadside as in the garage.

The makers of the device claim that kinked rims, which give the wheels the appearance of being wobbly, are the result of prying off tires or pulling the rims out of them by sheer strength, and likewise replacing them. Twisted and displaced flaps make the relocking of rims difficult, and a misguided screwdriver will puncture the tube.

FRIBERG SANITARY STRAINER

Sanitary Strainer Co., Maiden Rock, Wis., offers to the trade the Friberg sanitary milk strainer.

The makers claim that the Friberg strainer has four times the straining



Friberg Sanitary Strainer.

surface of the ordinary strainer, and is guaranteed to leave no dirt in the milk. The straining cloth resists wear, because it stands upright. Portions of the strainer cloth can be replaced if broken. The straining cloth can be easily cleaned, because it is easy to get at the cloth with soap and water.

The makers state that the strainer can be used either for a milk pan or milk can, and it can also be milked into when in use on the pail.

Reinforcements prevent the strainer rolls from breaking down.

PEERLESS AUTO SPECIALTIES

The Columbus Varnish Co., Columbus, Ohio, now offer to the Canadian hardware a line of Peerless automobile specialties, including mohair, top dressing, Peerless cylinder enamel, auto body polish, lining dye, cushion dressing, lamp enamel, leather top dressing, rim paint, etc. Complete descriptive matter will be mailed upon request.

EVENTS IN THE TRADE

New Firms

St. Catharines, Ont.—Remball & Ker have opened a hardware store here.

Hardware Firm Wants Catalogues

Charlottetown, P.E.I.—The Crabbe Hardware Co., Ltd., has taken over the business and goodwill of the late L. W. Crabbe. The new firm would like to receive catalogues from wholesalers and manufacturers.

Equipping Plant

Peterborough, Ont.—The Peterborough Metal Products Co., located in the building formerly occupied by the Canadian Cordage Co., is installing machinery and expects to have the plant running by the first of the New Year. E. G. Sutton is general manager of the company.

Business Changes

Toronto, Ont.—The hardware business of C. P. Godden has been taken over by Thos. Meredith & Co., Ltd.

Winnipeg, Man.—Hero Mfg. Co., manufacturers of fanning mills, etc., have amalgamated with Munro Steel & Wire Co.

Alameda, Sask.—Scott & Truscott, hardware and harness, are selling out to McDonald & McLennan.

Montreal, Que.—Krasel Hardware & Plumbing Co. has changed to L. P. Barber Hardware & Plumbing Co.

Lucan, Ont.—W. J. Young, tinsmith, has discontinued business.

Krydor, Sask.—Scherban & Szntiak, hardware, have been succeeded by Szntiak & Stus.

Obituary

The death occurred in France of Lt.-Col. Harvey Macleod, Sydney, B.C., second in command of the second brigade, Canadian Field Artillery. Lt.-Col Macleod was 33 years of age and had been at the time of enlisting for overseas service, connected with the Canadian artillery for eleven years. Just prior to his death he had disposed of his business in Sydney to Thompson & Sutherland.

Hamilton, Ont.—The death occurred here suddenly of Harry James, of Wood-Vallance & Co., after a short illness. In 1889, as a boy, he obtained employment with Wood, Vallance & Co., and remained with the firm for some years, finally severing his connection to join the staff of the Canadian Northern Railway, where he was employed until 1911, and then returned to his old home. He again joined the staff of Wood, Vallance & Co., and remained with the firm until his death.

Dominion Incorporations

Canadian Electro Products Co., capitalized at $500,000, head office Montreal, to manufacture and deal in metal products.

Diamond Metal Co., capitalized at $20,000, head office Montreal, Que., to deal in metal, junk, rubber and waste material.

HON. JOHN MILNE

Senator. President and managing director, Burrow, Stewart & Milne Co., Hamilton, Ont. The announcement of Mr. Milne's appointment appeared on page 41 of last week's issue of Hardware and Metal.

International Steel Corporation, capitalized at $100,000, head office Toronto, to manufacture and deal in iron, steel, and other metals, etc.

Chemical Refinery, capitalized at $100,000, head office, St. Catharines, to manufacture and deal in fertilizers, chemicals, and drugs, etc.

The Federal Brass Co., capitalized at $50,000, head office Montreal, to acquire the business now carried on by the Federal Electric & Mfg. Co.

Imperial Cordage Co., capitalized at $150,000, head office Walkerton, Ont., to manufacture rope, binder twine and by-products of manila, hemp, etc.

The Montreal Steel & Foundry Co., capitalized at $150,000, head office Montreal, Que., to manufacture and deal in machinery, iron, steel and other metals.

Canadian Vincent Valve Co., capitalized at $25,000, head office, Victoria, B. C., to acquire certain patents, and to carry on the manufacture of valves, etc.

Travellers Hold Meeting

Halifax, N.S.—The annual meeting of the Maritime Commercial Travellers' Association was held last Saturday and the following officers and directors were elected for the ensuing year:

President—J. E. Petrie, St. John.

Vice-President for Nova Scotia—W. G. Smith, Halifax.

Vice-President for New Brunswick—D. McKinney, St. John.

Directors for Nova Scotia—G. H. Laidlay, F. A. Graham, E. A. Corbin, F. C. Carten, C. W. Smith, Geo. W. Winters.

Directors for New Brunswick—E. A. Hoyt, H. C. Simmons, J. Pringle, J. H. Prichard, T. E. Simpson, A. F. Stillwell.

The membership for 1915 is 1,243, of whom 710 are registered at Halifax, and 533 at St. John.

Personal

Wilbert Lendon of H. Lendon & Son, hardware merchants, Leamington, Ont., has enlisted for overseas service.

A. G. McAvity, manager of the Canadian Blower & Forge Co., Berlin, Ont., has been engaged by the Imperial Munitions Board in an advisory capacity.

J. P. McNaughton, sales manager of the Dominion Iron & Steel Company, Sydney, C.B., was in Montreal recently; he was registered at the Windsor.

Hon. W. H. Thorne, of W. H. Thorne & Co., wholesale and retail hardware, of St. John, N.B., was a week-end visitor in Montreal, being a guest at the Ritz-Carlton.

E. L. Warner has been appointed sales manager of the Dominion Paint Works, Ltd., Walkerville, Ont. Mr. Warner's office will be in the Lumsden Bldg., Toronto. Mr. Warner formerly represented the company in Eastern Canada.

C. C. Ballantyne, vice-president and managing director, Sherwin-Williams Co., of Canada, Ltd., was a recent visitor in Toronto. Interviewed by Hardware and Metal, Mr. Ballantyne stated that since September last, there had been a continuous improvement in all branches of the company's business. The outlook for 1916 is very promising.

HARDWARE LETTER BOX

Ice Skidding Irons

The Mills Grocery and Hardware Co., Grimsby, Ont.—"Please advise where we can secure ice skidding irons."

Ice skidding irons are sold by Robt. Donaldson & Sons, Montreal.—Editor.

Canada Steel Range

Thos. Magladeny, Englehardt, Ont.—"Please advise who makes the 'Canada' steel range."

The Canada steel range is made by the Moffat Stove Co., Weston, Ont.—Editor.

Round Wood Sifters

Subscriber (name on request).—"Please advise where we can secure round wood-rimmed ash sifters and covers."

The above can be supplied by Hanson, Tilley Co., Montreal.—Editor.

Steel Clad Iron

R. A. Wells, Dresden, Ont.—"Please give name of maker of American Steel Clad Electric Iron."

Can any of our readers kindly supply address?—Editor.

REDUCTION IN COST OF PARCELS TO FRANCE

The Postmaster-General of Canada has been successful, as a result of negotiations entered into with the Imperial Postal Authorities, in effecting an arrangement with the British Government whereby parcels from Canada for Canadian soldiers in France and Flanders will be carried at the same rate of postage as applies to parcels from the United Kingdom for the Expeditionary Forces on the Continent, that is:

For parcels weighing up to three pounds, 24 cents.

For parcels weighing over three pounds and not more than seven pounds, 32 cents.

For parcels weighing over seven pounds and not more than eleven pounds, 38 cents.

This means a material reduction on the cost of parcels. This reduction has been brought about by Canada foregoing all postal charges for the conveyance of these parcels in Canada and on the Atlantic.

The public are reminded, however, in accordance with the circular issued by the Department recently, that until further notice, no parcel can be sent weighing over seven pounds.

MONTREAL H. & M. ASS'N
Alex. Gibb Re-elected President at Annual Meeting

A number of important matters which have had the active attention of the Montreal Metal and Hardware Association were referred to at the annual meeting by the President, Alex. Gibb. The majority of these dealt with transportation problems and included such questions as the collection of cartage charges by the railway companies, the marking of small lots of iron and steel for rail shipment, the proposed increase in freight rates in Eastern Canada and the threatened advance in import rates from Halifax, St. John and Portland to points in Quebec and Ontario

The election of officers resulted in the re-appointment of Mr. Gibb as chief executive with T. Esmond Peck, vice-president, E. Goodwill, treasurer, and directors: J. H. Hanson, W. S. Leslie, A. Prud'homme and J. W. Pyke. Geo. J. Growdy was unanimously selected as the association's nominee for re-election to the council of the Board of Trade.

ALEX. GIBB

Montreal, re-elected president, Hardware and Metal Association, Montreal.

Industrial

New Glasgow, N.S.—The Nova Scotia Steel & Coal Co. are building an addition to their steel plant at Sidney Mines, estimated to cost $100,000.

Quebec, Que.—Fire damaged the Eastern Canada Steel Co. plant, St. Malo, recently. The cause of the fire is not exactly known, but it is supposed that it originated through an explosion in the furnace room. The damage, which is said to be around $100,000, is covered by insurance.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1244. **Agent.**—An agent in Ireland is open to represent Canadian houses disposed to do business in wood boards, such as washboards, handles of all descriptions, clothes-pegs, etc., also firms in the lumber trade.

1245. **Scrap Metals.**—A Birmingham firm is open to purchase all kinds of scrap metals.

1246. **Steel Billets**—A firm in Birmingham is prepared to buy 1½-inch steel square billets lead, soft quality. Prices should include delivery to West Bromwich.

1257. **Hardware Specialties, Household Articles, Etc.**—A London company are desirous of securing the agency of Canadian manufacturers of hardware specialties, household articles and labor-saving devices.

1258. **Fire Hose.**—An important London manufacturing company wishes to get into touch with Canadian manufacturers of canvas and other fire hose.

1261. **Paper.**—A South African firm of paper merchants asks for mill agency on unglazed imitation parchment, genuine vegetable parchment, kraft browns, drab sealings and waxed tissue in the ream and roll. Mills desiring representation are asked to send samples and prices with particulars covering agency proposition.

1263. **South African Agency.**—Iron tubes, agricultural implements, dairy implements, dairy machinery, washing machines, hand and power farm machinery, pumps and similar lines are asked for by a South African agent who has an established connection covering South Africa twice each year.

1264. **Motor Ploughs.**—A London company wishes to get into touch with Canadian manufacturers not already represented in the United Kingdom, of light two-share motor ploughs, who are requested to forward catalogue, f.o.b. export prices and discounts, boxing charges and particulars of weights, measurements, etc.

Ontario Incorporations

York Paper Box Co., capitalized at $40,000, head office Toronto, to manufacture all kinds of paper boxes.

Wood Products Company, capitalized at $100,000, head office Toronto, to engage in the distillation of wood and carry on the manufacture of charcoal, wood alcohol and other products.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

December business with the hardware jobbers continues brisk and there is a heavy demand for Christmas goods. The recent cold snap and heavy falls of snow in many localities have stimulated the demand for winter hardware lines. In the iron and steel trades the upward tendencies of the market continues and many price changes of a far-reaching and important nature have taken place since last week. Among the many lines which have advanced this week are horseshoe iron, band iron, reeled machinery, toe calk, mining tool and spring steel; black and galvanized pipe, tinned iron, Canada plates, pressed spikes, sash cord, tinned wire. There has been a wide change in the discounts on tin, enameled and other wares.

Several advances are predicted for the near future. There are so many important phases dealt with in the Montreal, Toronto, London and Winnipeg reports this week that it would be impossible to even briefly refer to them in this summary. Hardwaremen should read the markets closely.

MONTREAL

MONTREAL, Dec. 16.—A tendency on the part of the trade to defer buying of holiday and other seasonable lines, together with a late arrival of heavy snow, have had the effect of continuing the rush on the wholesalers into the period which is usually deemed so dull that stock-taking is the common arrangement. For this reason December should make an unusually good showing and it will be a marked contrast to the same month of last year. It is evident that the demand for holiday lines has been greater than the retailers had been counting on as is evidenced by the volume still moving to country districts and the changed conditions in the city. The snow has brought a demand for sleds, sleigh bells, snow shovels, snow shoes, and similar lines , and in the holiday trade there is a good call for skates, cutlery, plated ware, electrical utilities, etc.

In the iron and metal trades the upward tendencies of the market continues. The attitude of the mills in avoiding or refusing business is being continued. That their difficulty is being increased is to be found in the fact that the November statement of the United States Steel Corporation showed that the unfilled tonnage had increased by over 1,000,000 tons to more than 7,000,000 tons, whereas it had been estimated that the increase would not be more than 300,000. What is more significant of the future trend of the market is the fact that a large proportion of the big orders are accompanied by specifications. This means that consumers are not looking for a reaction at the expiration of the specification privileges of their present contracts with the mills. Under the circumstances, dealers see nothing but a continued upward movement as the present stocks move out and there is no assurance of future supplies. As yet many lines have not been brought to the high level warranted by the position of the market and the cost of raw materials. On the other hand it must always be considered that the top mark of a bull market is seldom a sound one, and that there is nearly always a reaction.

Advances recorded include: refined and horseshoe iron and band, domestic, reeled machinery, toe calk, mining tool and spring steel; black and galvanized pipe; tinned iron, Canada plates, pressed spikes, sash cord, tinned wire, etc. Also there has been a wide change in the discounts of tin, enamelled and other wares. The metals have been fairly steady, although aluminum has gone up another 5c and lead is fractionally higher.

An advance in black and galvanized sheets at an early date is predicted as well as still higher figures on black and galvanized pipe. Lanterns are said to be slated for higher prices.

Tin Firming Up.—Following a weaker tendency shown last week, following the decline in the American market, tin has recently developed a firmer tone, but the change is not sufficient to alter the prices. The local tendency of the market appears to be somewhat contrary to the developments in both New York and London, the former quoting fractionally lower than at last writing on the influence of the English situation. Montreal quotation: 45c-46c—firm.

Spelter is Firmer.—Although the quotations on spelter are locally the same as last week, there is a much firmer tendency. The tone has stiffened in sympathy with the American market where advances have been recorded, but the price on this market is unchanged because it did not sink to the level indicated by the New York decline. Late advices from the States are that the market is strong with higher prices for both spot and futures; spot at E. St. Louis has advanced 1½c since last report. Montreal quotation: 22c-22½c—firm.

Lead Higher.—An increase of ¼c a pound on lead has been made this week. The strength of the local market appears to be a development of its own and probably the result of the increased demand for shell production. New York, which usually rules the price situation, reports no change in the Trust price of 5¼c and only a quiet demand, while London also reports little or no change. Montreal quotation: 7½c-7¾c.

Copper is Strong.—The copper market is strong, and here, as with some of the other metals entering into the manufacture of munitions, the local situation seems to have discovered an identity of its own. New York reports the domestic situation practically unchanged from a week ago and the interest of buyers very small; such new prospective demand as has developed has been for export. Montreal quotation: 22½c—strong.

Antimony.—The tone in the antimony market is somewhat easier and the quotations have shaded down a couple of cents from the top, thus narrowing the range but not reducing the minimum. The change comes with a weaker tendency in New York where Chinese and Japanese are down about ½c since last report. Montreal quotation: 42c-43c—steady.

Aluminum Still Higher.—Aluminum continues to soar in price, with the result that for most domestic purposes the charges are prohibitive and the market is, therefore, a very narrow one. The local quotation has advanced another 5c but the increase seems to be a domestic development, as there is practically no change in the quotations. Montreal quotation: 70c.

Solder is Steady.—The solder situation is steady, the weaker tone of last week in sympathy with the tin market having been lost in the change in the latter metal. Prices cover a considerable range in quality and the following quotations are for a standard product.

Half-and-half 26c-27c
Strictly 28c-29c

Sheet Zinc.—There is practically no change in the market for sheet zinc, although some jobbers are quoting higher prices than those which have prevailed. The situation may, therefore, be regarded as firm on the basis of recent quotations. Montreal: casks, 27½c; part casks, 28c.

Steel Market More Acute.—There appears to be no relief in sight for the steel situation. The attitude of the mills has not improved and on top of the further increases made this week, the fore-

cast is made that there will be still higher prices for pipe, sheets, nails, wire and other products of iron and steel. Advances, it is pointed out, will be in order so long as existing stocks are subject to exhaustion and their replacement doubtful. On the other hand, there is the fact that higher prices are likely to eventually reduce consumption and it may be a question of how far the market will go before demand is interferred with. Thus far, as is usually the case, the advances have been attended by heavy buying. As indicating that the position of the mills has not recently improved it may be pointed out that the unfilled tonnage of the United States Steel Corporation at the end of November was over 7,000,000 tons, an increase of over 1,000,000 tons over the preceeding month. This increase was 300,000 tons in excess of the expectations, and booking during the month were 40,000 tons per day more than shipments made—virtually one hundred per cent. more than was turned out. The prices of the month's bookings were the highest in three years and in some cases the highest in eight years—and many of the contracts contain a non-cancellation clause. The latter is an indication that consumers generally will have to meet the higher prices when their present contracts expire.

Iron and Steel Advances.—Throughout the list of iron and steel there are a number of new high prices recorded. Comparison of these new figures with those prevailing a couple of months ago will indicate the radical nature of the increases and the abnormal conditions prevailing. Where the stop in the upward trend will be is difficult to say, but buyers should consider that there is more than a possibility that when the high mark is reached it will not be maintained but will be followed by a reaction. Following are new prices and advances shown over last week:

	New Price	Advance
Refined iron, per 100 lbs...	$ 2 60	20c
Horseshoe iron, per 100 lbs.	2 60	20c
Band steel	2 55	5c
Domestic	2 55	25c
Reeled machinery steel	3 20	10c
Toe calk steel	3 50	20c
Mining cast steel, per lb...	0 09½	1¾c
Silver tool steel, lb.........	0 15½	2c
Spring steel	3 30	20c

Another Advance in Pipe.—Still another advance has been made in the prices for both black and galvanized pipe. The increase this time is about eight per cent. This is the direct result of the developments in the steel situation and the difficulty in insuring future supplies. Still other advances are predicted in the trade for the near future. Both buttweld and lapweld pipe are affected, but the quotations on the latter have not yet been readjusted; for the time being they are under suspension. The new buttweld prices are as follows:

Size.	Black	Galvanized
¼ in. and ⅜ in.	$ 2 40	$ 3 81
½ inch	2 98	4 63
¾ inch	3 45	5 69
1 inch	5 10	8 42
1¼ inch	6 90	11 39
1½ inch	8 25	13 61
2 inch	11 10	18 32
2½ inch	17 55	28 96
3 inch	22 95	37 87
3½ inch	27 60	45 54
4 inch	32 70	53 96

Tinned Iron Goes Up.—Following the general tendency of the steel and iron markets, there has been a material advance made in tinned iron. These advances vary to some extent between different firms but the following figures may be taken as a basis and if there are any quotations now shading below it may be expected that they will be changed in the very near future. New prices:

72 x 30 up to 24 gauge, case lots..$11.00
72 x 30, 26 gauge, case lots...... 11.50

Less than case, 25c extra per 100 lbs. extra.

Canada Plates Advancing.—Canada plates are also advancing with the general situation in iron and steel products. As yet the higher quotations do not appear to be general and for this week the following range is given:

Ordinary, 52 sheets	$3.25	$3.50
All bright, 52 sheets	4.60	4.75

Sheets Are Very Strong.—Although there are no further advances on black and galvanized sheets this week, higher prices on both lines may be looked for in the near future. On the black at least, developments may be looked for before another week. In this market it is not a question of what the price should be, but what holders of stocks want to charge; the advances would be much more rapid if the actual market conditions were being followed. However, with stocks running short and future supplies doubtful, the jobbers must be expected to protect themselves to some extent. Following are the figures on black sheets based on last week's advance of 20c and likely to be changed again in the very near future:

10 gauge	$3 20
12 gauge	3 25
14 gauge	3 05
16 gauge	3 10
18-20 gauge	3 25
22-24 gauge	3 35
26 gauge	3 40
28 gauge	3 50

NEW PRICES ON WARES, ETC.

Enameled Ware—
Run of kiln, 70 and 12½%.
Grey ware, 60 and 10%.
Canada ware, 50 and 2½%.
White ware, 70 and 10%.
Stamped Ware—
Plain, 70 and 10%.
Retinned, 70%.
Tinners' Trimmings—
Trimmings, 40%.
Trimmings, plain, 70 and 10%.
Trimmings, retinned, 70%.
Copper boiler and kettle pitts, 10%.
Cans—
Creamery cans, 30 and 5½%.
Railways cans, 40 and 2½%.
Milk can trimmings, 10%.
Japanned Ware—
Regular, 40%.
White, 35%.
Watering pots, 35%.
Fire shovels, 45%.
Patent stove pipe, 35%.
Elbows, sturdy, 40%.
Elbows, light, 7", $1.15; 6", $1.00.
Stove Boards—
Wood lined, 60 and 10%.
Paper lined, 60, 10 and 10%.
Spanish copper, 38c.

Other Metal Products.—Lead pipe is steady to firm on the advance of 50c announced last week, an increase of ¼c in the quotation for lead being a factor for strength. Brass and copper sheets, tubes, etc., are verv firm and there are prospects of higher prices.

Pressed Spokes Higher.—With the market for wire nails strong on the advance to $2.90 recorded last week, there has been an upward change in the quotation for pressed spikes, which are now listed at $3.45 as compared with $3.20.

Rivets Firm.—Both iron and copper rivets are firm and one firm reports an advance on the trade price of the former. Screws are steady on the new discounts announced last week.

Wire Market Steady.—There have been no further developments in the wire situation after the advances recorded last week. However, the situation is firm, and with the general tendency of the steel market to go to higher levels the indications are that even the present high basis may be advanced.

Sash Cord Higher.—There are generally higher prices this week for sash cord. The advance is about 1½c on the following sizes, which are generally known to the trade:

No. 6, lb.	30½c
No. 7, lb.	29½c
No. 8, No. 9, No. 10, No. 12	29c

Halters.—The cost of manufacture of certain lines of leather halters has increased under the unusual conditions prevailing and some wholesalers are making changes in their quotations to the trade.

Lanterns.—There is a report that higher prices on lanterns are to be expected. The cost of manufacture of these lines has undoubtedly materially increased during the past year or so.

Rope.—Although the standard rope quotations—for Manila and sisal—have recently been without change, there have been advances in other miscellaneous lines covering advances on manufactures of hemp, jute, etc.

Old Materials.—There is a very firm market continuing for old materials, all quotations being well maintained and advances recorded for heavy melting steel and scrap aluminum, the latter now bringing 9½c and the latter 29c.

Enamelled Ware.—As will be seen from the new discounts printed in a panel in connection with this report, there have been general readjustments throughout the list of enamelled, tin and other wares. These cover advances averaging 5 to 7 per cent., and are made in view of the higher cost of raw materials following the general advances in the metals.

Stoves.—Despite the approach of the holiday season, stove dealers report that there is a very good demand for the season and December should make a showing 50 to 75 per cent. better than the same month a year ago.

Holiday Goods.—There is a marked demand for goods for the holiday trade both in the country and the city. The call for these goods has been later this year than usual and the rush promises to last for some time yet. Dealers have evidently been arranging their buying pretty close to the demand and the latter has probably been better than expected. Cutlery and electrical utilities are two popular lines.

Winter Lines.—The heavy fall of snow this week has caused a strong demand for sleds, snow shovels, sleigh bells and other winter lines, while skates, snowshoes, toboggans and other similar lines are evidently popular as gifts.

TORONTO

TORONTO, Ont., Dec. 16.—The outlook in the hardware trade continues favorable and the cooler weather is stimulating business in seasonable lines. Jobbers report a large Christmas trade and an improved demand for cutlery, clocks, silverware, pocket knives, etc. Skates, sleigh bells, snow shovels and all lines of winter sporting goods are moving out freely. Shelf hardware is in good demand in the country districts, while stoves and heaters are also moving well.

There is little change to note in the general situation. The revival in trade continues and the outlook is distinctly favorable. The export trade is increasing in volume while domestic trade has improved considerably of late. Railways report substantial increases in earnings and bank clearings exceed last year as also those of previous years, which are favorable indications as to the increase in the volume of trade, and improvement in conditions generally. The shortage of tonnage and high ocean freight rates are a serious inconvenience to importers and exporters and has not only increased the cost of certain products but has affected deliveries also.

The steel market continues very strong with every possibility of higher prices. The demand for steel for shells is increasing and is greater than the Canadian mills can produce. Preparations are being made for turning out the large-calibre shells which will call for a considerable increase in tonnage. The machine tool trade is active and dealers report very satisfactory business. In the metal market, tin and spelter have declined, otherwise prices are unchanged.

More Price Changes.—There are again a number of important price changes to note this week. Wrought iron pipe, iron tinners, rivets, padlocks, cabinet locks, cotton waste, sash cord, hemp and jute twines, poultry fencing, are among those principally affected. This higher tendency for prices shows no signs of abatement; in fact, there is every indication that prices will gradually increase throughout the entire market. The iron and steel market is very strong and with raw materials increasing in cost, the hardware market will naturally be affected. The expected advance in wares has been made and includes milk cans and trimmings, enamelled ware, stamped ware and japaned ware.

Iron and Steel.—The extraordinary activity in the iron and steel trade continues and there is no sign of any recession. The steel companies have more business than they can handle and are booked up for months ahead. The demand is so much greater than Canadian mills can supply that concerns working on shell contracts are obliged to buy raw materials from the States. It is stated that several large contracts for steel forgings and round steel bars which have been under negotiation between Canadian concerns and American mills are held in abeyance temporarily. It is understood, however, that the contracts will eventually be placed in the States. Under prevailing conditions, the market being very strong, higher prices for domestic steel and iron bars are expected any time. There is no change in the situation with regard to American bars, shapes, etc., and prices are still withdrawn.

Prices continue to advance in the States and the export demand is increasing. The French Government is enquiring for thousands of tons of round steel bars. Many of the mills are increasing their capacity, but are as far behind as ever on delivery. Steel bars are quoted at 1.70c base and iron bars 1.80c base, Pittsburgh. Billets continue to advance on heavy demand. Bessemerr billets are now quoted at $30 and openhearth billets at $31 Pittsburgh. Forging billets are unchanged at $52, and wire rods are higher at $40, Pittsburgh.

Pig Iron.—The pig iron market is very strong and prices continue to advance. A large percentage of tonnage is going into steel, there being little demand for foundry grades. "Hamilton" and "Victoria" brands have advanced $1, and are now quoted locally at $24 per ton. The market for pig iron in the States is becoming excited and prices are advancing. "Grey Forge" is now quoted at $17.95, Pittsburgh. It is understood that quotations on "Lake Superior" iron ore for the coming season have been made. "Mesaba Bessemer" is quoted at $4.25, which is 80c above this year's basis. On "Mesaba non-Bessemer," 70c advance over this year is asked.

Old Materials.—There is little change to note with regard to the situation in old materials. The market generally is firm with higher prices for heavy melting steel, aluminum and lead, while the various grades of copper have also advanced slightly. The market is not very active, but there is a fair demand for copper and heavy melting steel. There is a continued scarcity of aluminum; this has strengthened the market for scrap metal.

Machine Tools.—The market is very active and there is a good demand for machinery for shells, principally for the larger sizes. Some orders for 8-in. shells have been placed, and the concerns thus favored are getting their plants in shape for machining them. There appears to be a possibility of the situation as regards getting machine tools being considerably relieved. There is a growing belief in the American market that purchases of machine tools for shipment to England will in the future be of comparatively small proportions. It is believed that munition plants in Great Britain are now capable of meeting all requirements; the demand for tools is, therefore, less urgent. In this event, machine tools will be easier to obtain for this market and deliveries will be better. It is understood that Russia is buying a large amount of equipment, not only lathes, but practically a general line of tools.

Metals.—The market is quiet this week and lower levels for tin and spelter have again to be noted, other metals being unchanged. Copper is quiet, although the market is in a strong position. The lead market is quiet, but firm. There is no change in the antimony situation, and the aluminum market is featureless. There is a continued active demand for metals for munitions, but ordinary business is quiet.

Tin.—Although the primary markets are firm, tin is weaker locally and has declined 1c. There is a fair demand, but stocks are accumulating which may depress the market. Tin is quoted locally at 44c per pound.

Copper.—The market is in a strong position, although quiet and unchanged. There is apparently a lull in demand both for domestic and export. "Lake Copper" is quoted at 20¾c per pound.

Spelter.—The market is in a very peculiar condition and it is difficult to size up the situation. There is good inquiry but sellers are not showing much disposition to do business. Spelter has declined 1c locally and quotations are more or less nominal at 19c per pound. Zinc ore is quoted from $80 to $105, Joplin, Mo.

Lead.—The market is quiet but firm at the "Trust" equivalent of 5.25c, New York. The ore is quoted at $70 to $73, Joplin, Mo. Lead is unchanged locally at 7c per pound.

Antimony.—Conditions in the antimony market are unchanged. Spot stocks are scarce but futures are being freely offered at a concession of about 2c less than the spot market. Local quotations are unchanged at 40c per pound.

Aluminum.—There is no change in the situation. Supplies are scarce and the demand continues heavy. Quotations are nominal at 65c per pound.

Solders.—The market is weaker following the decline in tin and prices of solders range from ½c to ¾c lower, according to grade. Prices are given in the current market quotations.

Wrought Iron Pipe Advances.—Higher prices for wrought iron pipe have been predicted in these columns as the cost or raw materials have been steadily increasing since the last advance in pipe on No. 5. Galvanized pipe has also advanced. The new prices represent an advance of 2 points and are given in the current market quotations.

Kitchen Utensils Advance.—The higher prices on some lines of ware predicted in Hardware and Metal have materialized. The increase in cost of raw materials has, as was expected, resulted in an advance of stamped and enamelled ware, while milk cans are also affected. The new discounts are given in the current market quotations.

Galvanized Sheets.—The galvanized sheet market is very irregular. Many makers have discontinued quoting on sheets on account of the fluctuations in the spelter market. Prices of black sheets continue to advance and all other materials used in the manufacture

of galvanized sheets are also higher. Prices of galvanized sheets are very firm and are expected to go higher.

Locks Higher.—Yale padlocks have advanced 10 per cent., and all cabinet locks are approximately 10 per cent higher.

Sash Cord, New Prices.—Prices of Hercules sash cord have advanced and are as follows:

No. 6, per lb.	30½c
No. 7, per lb.	29½c
Nos. 8 to 12, per lb.	29c

Wire Nails.—Quotations on wire nails are very firm at the advance made last week, and indications point to still higher prices. Wire nails are quoted at $2.85 base per keg, and cut nails at $2.90 base per keg.

Wire.—All lines of wire products are very firm at the advances published last week. Smooth steel wire, No. 0-9 gauge, is quoted at $3 base. Prices of galvanized wire are still withdrawn in the local market, and manufacturers are only quoting against immediate acceptance. While present conditions prevail in the raw material market, it is practically impossible to give firm prices on galvanized wire.

Poultry Fencing Advances.—New prices have been issued for "Invincible" poultry netting, which is an advance of about 15c. The new prices for "Invincible" netting are: No. 1,640, 56c; 1,848, 61c, and 2,060, 67c per rod.

Iron Rivets Advance.—The new discount on blocked and tinned iron rivets and burrs is 65 per cent., as against 67½ per cent. formerly.

Waste Advances.—A new price list for cotton waste has been issued in effect on December 13. The advance is approximately 1c per pound for all grades. The market is strong and manufacturers are only quoting for immediate acceptance and prompt delivery. Small contracts for lots of one ton or less are only being made, the uncertain condition of the market being the cause of this arrangement. The new list will only be in force for the remainder of this year, as a new list will be issued early in 1916, when a further advance may be expected. The high cost of raw material and difficulty in obtaining same is the cause of the strength in the waste market.

Grape Twine.—Bookings of jute grape twine are now being made for spring delivery. The following prices are now in effect:

1-ply heavy	13½c	per lb.
2-ply medium	15c	„
3-ply fine	16c	„

Rope.—There has been a sharp advance in wrapping twines, 2c for hemp twines and 2c to 3c for jute twines. Cordage has advanced 1c per pound all round in the States. It will be noted from the above that the market is very firm and higher prices are expected for some lines. The situation as regards raw materials is unchanged, and prices continue high.

The Tariff.—There is a report circulating in unusually well-informed quarters that the tariff on many lines will be increased 5 per cent. next month. If true, this will come as a surprise to many in the trade, who did not expect any advance over the 7½ per cent. which was added early in the year. However, it is known that some firms are buying in anticipation of a higher tariff.

LONDON

LONDON, Ont., Dec. 16.—Many important price changes have taken place this week, and in all probability many more will take place in the near future. The markets are very unsettled owing to recent developments in the iron and steel trades. Rumors of further proposed tariff changes have also caused a buying movement in some lines.

Linseed oil and turpentine have both advanced in price locally. Galvanized wire has again advanced. Other lines which have advanced during the week are sash cord, curry combs, cabinet locks, snow shovels, castor oil, glass, screw and strap hinges, hemp packing.

There will undoubtedly be further advances on many lines during the next four weeks.

December Business Good.—December business is brisk. Orders are larger and show an increase over December, 1914. There is a good demand for Christmas goods and all winter lines. Among the many lines slated for advances in the near future are enamelled ware, milk can trimmings, japanned wares, etc.; lanterns, iron pipe.

Oils, Paints, etc.—Linseed oil has advanced 2c per gallon, and is now quoted as follows: Raw linseed oil—1 to 2 barrels, 87c per gal.; 3 to 5 barrels, 86c per gal.; 6 to 9 barrels, 84c per gal. Boiled linseed oil is quoted in 1 to 2-gal. barrels at 90c per gal.; 3 to 5 barrels, 89c per gal.; 6 to 9 barrels, 87c per gal.

Turpentine has advanced 1c per gallon, and is quoted in 1-barrel lots at 86c per Imperial gallon; 2 to 4-barrel lots at 85c per gallon; 5-gallon lots, 93c per gallon.

White lead and paints remain firm and unchanged.

Wire Advances.—An advance of 10 cents per pound has taken place on fence wire and quotations are now as follows: Barb, $3.45 per 100 lbs.; No. 9 galvd., $3.10 per 100 lbs.; No. 12, galvd., $3.25 per 100 lbs.; No. 13 galvd., $3.35 per 100 lbs.; No. 9 coil spring, $3.15 per 100 lbs.

O and A wire remains unchanged as follows: No. 10, $3.16 per 100 lbs.; No. 11, $3.22 per 100 lbs.; No. 13, $3.30 per 100 lbs.; hay baling, No. 14, $3.40 per 100 lbs.

Sash Cord Advances.—An advance of 2c per pound has taken place in sash cord, and quotations are now as follows: No. 6, 30½c per lb.; No. 7, 29½c per lb.; Nos. 8, 9, 10, 12, 29c per lb.

Curry Combs Advance.—An advance of 5 per cent. has taken place in curry combs, and the discount is now 25 per cent.

Castor Oil Advances.—Castor oil has advanced 2c per pound, and is quoted as follows: 1sts, 18c per lb.; 2nds, 17c per lb.

Glass Advances.—Following the advance on glass, shown in the Toronto report last week, the following prices are now in effect here:

NEW CASE LIST.

	Single	Double
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	....	22 75
85 to 90	....	24 35
91 to 94	....	25 00
95 to 100	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Less Single Dia., 30%.
Less Double Dia., 30%.
Cut Lights Net Light List.

The net prices on glass figured at 30 per cent. off new list are as follows:

	Single	Double
Up to 25	$ 5 46	$ 8 33
26 to 34	5 71	9 00
35 to 40	5 95	9 52
41 to 50	8 22	10 85
51 to 60	8 58	11 10
61 to 70	9 17	11 76
71 to 80	10 33	12 85
81 to 84	....	15 92
85 to 90	....	17 05
91 to 94	....	17 50
95 to 100	....	20 30
101 to 105	....	22 40
106 to 110	....	25 90

Locks Advance.—Yale cabinet locks have advanced 10 per cent. Some advances in padlocks are expected.

Booking Lines.—Poultry netting quotations are still withdrawn. Other lines for spring delivery are still offered at the prices recently quoted in this report.

Seasonable Lines.—The cold weather has improved business in winter lines, and there is a good demand for snow shovels, sleigh bells, etc. Goods for winter sports, such as skates, hockey sticks, etc., are also in good demand.

WINNIPEGG

WINNIPEG, Man., Dec. 16, 1915.—It is interesting to note from the various jobbers that business has been remarkably brisk during the month of December, and the usual falling off in the amount of orders has not been noticeable so far this month. In speaking to one of the jobbing houses the other day, the sales manager stated that they will have to arrange for stock-taking in the evenings, and devote most of the day to filling orders. This is a very encouraging state of affairs, and it would certainly appear that Western Canada in 1916 will enjoy a year of exceptionally good business.

Rush orders for Christmas cutlery and sporting goods are being sent in by mail, and jobbers' stocks are becoming very much depleted. The unusual conditions with which they have had to contend during the past year accounts for this, but they expect that within another year the cutlery market will have adjusted itself to such an extent that supplies will be much easier to obtain.

In spite of the Christmas spirit which seems to be predominating everywhere just now, the manufacturers are still in-

(Continued on page 46.)

WEEKLY PAINT DEPARTMENT

Keeping Stock in Good Condition

Stock-Taking Time Should Serve Many Purposes—Making Changes in Department—Neat Arrangement of Stock Assists Salesmen

TRADE in the paint department at this season of the year is naturally a little quiet, but there should be a fair movement in all lines of inside finishes. Wall paints, floor varnishes, floor paints, enamels, varnish stains and many lines of sundries are all-year-round sellers. They should always be prominently displayed.

The stock should be kept in good condition, and although it is not always advisable to carry a heavy stock at this season of the year, the merchant should be able to supply current demands.

Stock Taking

Within the next few weeks a large number of Canadian hardwaremen will take the annual inventory, including all the departments in the store. The tendency in some cases is to rush the annual stock-taking without paying much attention to the condition of the stock. Stock-taking can be made to serve many useful purposes. Besides showing value of stock on hand and other important information for the dealer, it can also be used to show the condition of the stock. This applies particularly to the paint department.

If a number of labels have become soiled or torn it is only a matter of a few minutes to take a note of the size of the labels and also the numbers. At little or no cost, new labels can be secured from the manufacturer, and when applied to the cans will greatly improve their appearance.

Keep Stock Clean

Dusting should also be a feature in the annual stock-taking. Dust will accumulate on the tops of the cans and should be cleaned off. Dustless dust cloths and mops are now used by a good many hardwaremen; these cloths and mops gather the dust instead of scattering it around.

Stock-taking time is a good time to inaugurate any changes which you think advisable to make in the paint department. It may be that a re-arrangement of the goods would make a wonderful change in the appearance of your paint department.

Changes In Department

One dealer made a change last year which greatly improved his paint department. Under the old plan of arrangement the large sizes, including gallons and half-gallons, were placed on the top shelves, and the smaller sizes, such as half-pints, pints and quarts, were on the bottom shelves.

The whole display looked top-heavy, and the dealer had the arrangement reversed. The gallon cans were placed on the bottom shelves, and the balance of the cans were placed on the shelves above, in order of size, the half, and quarter pint sizes occupying the top shelf. The new arrangement looked much better than the old, and the larger cans were much more easily handled on the lower shelf than in their former high location.

Customers visiting the paint department are much more favorably impressed with the importance of the department, if they see the goods in a well-arranged and attractive condition.

Assists the Salesman

Neat arrangement of the paint stock shows that the dealer and his salesmen are alert to the importance of the paint department, which, in reality, is one of the most important in the modern hardware store.

Neat arrangement of the stock not only favorably impresses the customer, but also aids the salesmen in obtaining goods from the shelves quickly, and without keeping the customer waiting. There is nothing more annoying to a customer who has just ordered a quart of paint than to see the salesman moving rows of cans, in order to see if he can find a can of the paint selected.

Customers do not like delay; they like to deal in a store where the salesman can tell at a glance if he has the goods in stock. This can be done, if the paint stock is properly arranged.

Attractive Labels

It is strange, but true, that very few paint orders are taken over the counter without first showing the customer a can of the paint. Even though the color is not shown on the outside of the can, very often the number only appears, the customer in nearly all cases desires to see a can of the paint.

If the sample can shown to the customer has a clean and attractive label, the customer will make the purchase more quickly than if the label is torn, or discolored, or finger marks, etc., a condition ofttten found in paint departments.

In some stores an inventory of the paint stock is taken every week during the busy season. One firm carrying a $2,000 stock of paints makes it a point to have the stock taken every week, and two men can take stock of the full line in less than twenty minutes. This can be accomplished on account of the orderly arrangement of the goods, whereby the caller-off can tell at a glance just how many cans there are in each row.

Preventing Shortages

The stock is taken every week in order to prevent loss of sales on account of shortage in any of the lines.

It is the aim of those in charge of the paint department to make as many sales as possible, and to always have a good stock of each color on hand.

In many of the smaller stores the stock is not taken quite as often, but it is important, nevertheless, that the small dealer should also have a complete range of colors in stock, in order to meet the demands of customers, and that the stock be neatly and conveniently arranged.

INDUSTRIAL

Montreal, Que.—The Canadian Electro-Products Co., whose incorporation with a capital of $500,000 was announced recently, expects to have a new electric furnace plant for the manufacture of high-grade steel in operation in Montreal in about a month or six weeks. The plant is being designed on the basis of two units, each of a capacity of 25 tons of steel a day, and at least one of these units should be in operation within the time mentioned.

BEX-O-LAC REGD. 1912 —*the King of Brush-Settings*

BEX-O-LAC is a brush-setting of an entirely different nature to any of the so-called compounds used by Brush Manufacturers to set the Bristles in, as we found that we could not depend on the many mixtures with rubber, resin, etc., for their basis.

And Furthermore

BY USING BEX-O-LAC THE BRUSHES ARE NOT SUBJECTED TO ANY PROCESS INVOLVING INTENSE HEAT, TO HARDEN THE SETTING, AS SUCH IS VERY INJURIOUS TO THE ELASTICITY AND PAINTING QUALITIES OF THE BRISTLES.

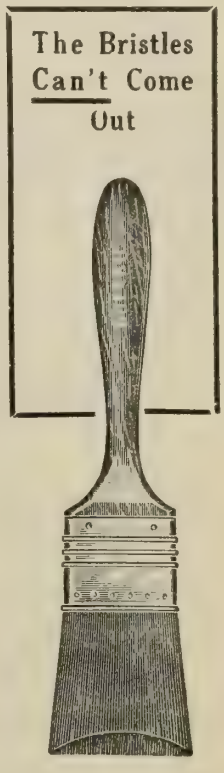
BOECKH TRADE MARK EST'D 1856 TORONTO

After several years of experimenting, we have been successful in working out a formula—the product being superior to anything now used as a brush-setting, and one that will absolutely, under all conditions, hold each and every bristle firmly in its place.

This brush-setting is protected under the registered name of "Bex-o-lac," and is used only in the manufacture of

BOECKH'S PAINTERS' BRUSHES

which are guaranteed not to shed the bristles.



THE BOECKH BROS. COMPANY, LTD.
TORONTO, CANADA

Friends, Steady Customers and a Growing Demand—

are easily procured if you sell the

Jamieson Line of Paints and Varnishes

The user of the Jamieson line has always a good word to say for it, because the quality, finish, durability and price are a combination that spells universal service and value.

Ask us for our agency proposition—it's a distinctive and very profitable one.

R. C. JAMIESON & CO., Limited
Established 1858 MONTREAL
Owning and Operating P. D. DODS & CO., LIMITED

WEEKLY HARDWARE MARKETS

(Continued from page 43.)

creasing their prices, and the jobbers have to follow suit in order to protect themselves. As usual, the lines which have been mostly affected are wire and steel products, and note is made of several changes which have gone into effect during the past week.

Fence Staples Advance.—Fence staples are now being quoted at $3.65 per keg at Winnipeg, and $3.25 at Fort William.

Bale ties have also advanced, and today's Winnipeg price, $4.35 per 100 lbs., with the Fort William price changed to $3.95.

Other Lines Advance.—Other lines in which revised prices have been made are barbed wire, galvanized wire, annealed wire, and wire nails. Wire rope and poultry netting staples have also taken a jump, and you will find correct prices listed below.

Revised prices have gone into effect on iron wood screws, the discounts now being as follows: Flat head, bright, 85 per cent.; round head, bright, 80 per cent.; flat head, brass, 62½ per cent.; round head, brass, 60 per cent.

Manufacturers of grain or coal scoops have revised their prices, and the correct Winnipeg price now appears in the Winnipeg hardware quotations.

Cotton rope is now quoted at 25c per lb.

Crow bars are now quoted at 4½c per lb.

Readers of Hardware and Metal have been urged time and again to take advantage of prices made on booking orders as soon as possible. The advantage in so doing can easily be seen by looking over the changes which go into effect each week. The markets are very unsettled, and there has not been any tendency towards making a reduction in any line of wire or steel

Annealed wire is now quoted as follows: 100 lbs.—No. 8, $3.40; No. 10, $3.46; No. 11, $3.52; No. 12, $3.60; No. 13, $3.70; No. 14, $3.80; No. 15, $3.95; No. 16, $4.10.

Wire Rope: 100 ft.—¼ in., $5; 5-16 in., $5.25; ⅜ in., $5.50; ½ in., $6.25; ⅝ in., $8.15; ¾ in., $10; ⅞ in., $14; 1 in., $18.

Poultry Netting Staples—10-lb. boxes, $7.25; 100 and 50-lb. boxes, $6.75.

Fence Staples, Winnipeg, $3.65; Fort William, $3.25.

Bale Tties, 14 gauge, 9 ft. 6 in.—Winnipeg, $4.35; Fort William, $3.95.

OVERCOMING THE FROSTED WINDOW

(Continued from page 35.)

been tried, but this method usually leaves the glass smeared. A solution of alcohol or methylated spirits is also sometimes used, but here again expense arises. The cost is too high to make such a remedy general.

Still another method is found in the use of double windows. The placing of a second plate glass outside the permanent one making an airtight compartment is effective in preventing frost, because it keeps the air between the windows at a sufficiently medium temperature to overcome the cause of frost. This plan has a disadvantage in that it obscures the view of the goods displayed to a certain extent.

On account of the loss entailed by the frosting of windows, the question of proper construction of the store front becomes an important consideration. Theoretically what is needed is to reduce the humidity and thus prevent moisture from condensing on the glass surface by means of the circulation of cool dry air. In a general sense this sums up the situation, but several conditions must be taken account of. First, the windows, to produce best results, should be enclosed from the store proper and the enclosure should be practically air tight. Second, air from the outside must enter the window near the edges and at the surface of the glass in order to make the circulation greatest at the glass surface. Third, a sufficient amount of dry air must be admitted in order to absorb the moisture.

These conditions are being borne in mind in the construction of modern store fronts when vent holes are provided in the metal sash.

Christmas Window Contest

FOR many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas window contest."

ARE YOU GOING TO ENTER?

M & S 1852

A class of brush that gets the best class of painters

MEAKINS BRUSHES ARE THE CHOICE OF THE WIDE-EXPERIENCED PAINTERS BECAUSE THERE ARE NO FALLING BRISTLES TO ANNOY AND DELAY, AND THERE IS JUST THE RIGHT AMOUNT OF FLEXIBILITY TO MAKE THEM EASILY MANIPULATED.

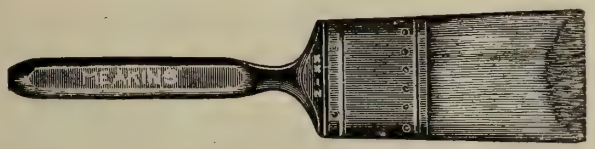
Their service is your guarantee of satisfied customers and re-orders.

Send for our catalogue — and then order from your jobber.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

THIS TRADE-MARK

means quality, uniformity and dependability.

The dealer should demand these qualifications in every varnish he offers his trade.

The earned reputation of Berry Brothers' made-in-Canada varnishes for quality has caused their adoption by discriminating buyers, who know that our label guarantees protection against inferior varnishes.

Making a leader of Berry Brothers' line means a greater volume in your varnish business.

Write for our descriptive price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(182)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 16.—With the rush of the Christmas trade at hand, the average retailer is naturally not finding much movement in the paint department. However, it is noted that the spring situation is not being altogether overlooked, even at this time, and that the placing orders show a very satisfactory improvement over a year ago. With the whole situation continuing firm, the conviction appears to be growing that quotations are on a good basis, and that delays seem likely to bring higher than lower prices. This condition of affairs finds emphasis in the jobbing trade, where the business in futures is even better. Altogether, however, the improvement, though marked, does not restore a normal market state and conditions unsettled to a more or less extent must be expected to continue while there are so many factors which make for uncertainty.

In the industrial department the demand is in streaks. Along certain lines there has been a new market opened, while along others there has been disorganization. Conditions are particularly unsettled as regards paints for agricultural implements. Not only is the output of such plants smaller, but a large portion of the consumption has been of high reds and the cost of these—owing to shortage of dyes—has advanced materially, and such an advance is particularly emphasized on the large quantities which these concerns usually require.

Linseed Oil.—The situation in linseed oil shows little change, and the fluctuations of the market have shown no effect on the wide range of prices offered to the trade. This range continues as last week. Some quotations on old stock secured before the recent advance are as low as 79c and 82c for raw and boiled respectively, and others as high as 87c and 90c; while there are several prices in between. Usual allowances are made on these different figures for quantities.

Turpentine.—There is an easier tone to the turpentine market. Local refiners' quotations have declined 2c, and some of the jobbers have followed this downward trend. The result is that, while the majority of the quotations are 82c to 83c, as a week ago, there are now figures as low as 78c heard.

White Lead.—The white lead situation is steady, and there is no indication of an immediate change. Actual movement of stocks is light since the close of navigation, but there was good business during the last couple of weeks of the cheaper transportation season, largely owing to the fact that there was an opportunity to book for these deliveries prior to the last advance. Booking for spring on the part of jobbers is very fair, and indicates that materially lower prices are not expected.

Gasoline and Benzine.—The market for gasoline and benzine is steady on the higher prices of a week ago. There is a fair seasonable business in the city, but the movement to outside points has been slow, following the closing of the port. The basis is $10.05, with 30c added for less than tons.

Oils Strong.—On the steadily advancing price of raw oil there is a very strong market for refined, and the indications are that there will be advances in a number of lines if there is not soon some reaction in the price of raw material.

Glass Unsettled.—The local glass situation is unsettled. A new list covering an advance is under consideration, but at writing no understanding has been reached regarding it between the different dealers. However, arrangements have been made for a meeting to discuss the matter, and an announcement may be expected in a few days. In the meantime, the list prices are strong, although the demand is small.

TORONTO

TORONTO, Ont., Dec. 16.—There is a seasonable quietness in the paint trade, and no great activity is anticipated until the early part of 1916. Some houses have their travellers off the road, while others will be doing so very shortly. The linseed oil market is very strong, and the situation with regard to seed shows no improvement. The turpentine market is rather weaker, but prices are unchanged. The resin market is also weaker, due to a falling off in demand. The new glass list has been favorably received in the trade, and the situation in this respect has considerably improved. It is expected that there will be a great scarcity of whiting in the spring, and prices will no doubt be higher. Gasoline, benzine and coal oil are unchanged, but higher prices may be expected early next year. Mixed paints are firm and unchanged, while white lead is also strong.

Linseed Oil.—There is no improvement in the flax-seed situation, and there is practically no seed coming to the crushers. Seed is high at Winnipeg, and there is a shortage in that market. Navigation has closed, and all shipments will have to come by rail. There is very little demand for oil locally, and prices are firm but unchanged at about the same range as prevailed last week. The following prices are being generally quoted in Toronto:

	Raw.	Boiled.
1 to 2 barrels	87c	90c per gal.
3 to 5 barrels	86c	89c per gal.
6 to 9 barrels	84c	87c per gal.

10 barrels and over, open.

Turpentine.—The turpentine market is slightly weaker at Savannah, but available supplies for the next few months are comparatively light; the market, therefore, will no doubt become firmer. The resin market is also weaker, the demand having fallen off; but this is thought to be only temporary, as a large quantity of resin is being used in shrapnel shells. Prices of resin are unchanged. Turpentine is being quoted in Toronto at the following prices:—1-barrel lots, 87c; 2 to 4-barrel lots, 86c, and 5-gallon lots, 94c per Imperial gallon.

Glue.—The market is very strong for imported glues, and prices on these grades are very firm. Prices of English glues have advanced and freight rates are very high. Prices of glue from stock would be equal to those given in the current paint market quotations, but on recent shipments prices would be 1c to 1½c per pound higher.

Gasoline.—The market is very firm, but prices will probably remain at the present level for the balance of the year, after which higher prices may be expected. Crude oil continues to advance, which will affect the price of gasoline in time. Benzine and coal oil may also advance early next year. Gasoline is quoted at 25½c and benzine at 25c per gallon.

Glass.—The new list has been accepted by the jobbers, and promises to be a satisfactory solution of past difficulties. The list conforms to conditions prevailing in this market, and the prices are also more in keeping with present conditions.

Whiting.—This product is scarce, and will be more so in the spring. Shipments are difficult to obtain in England, and the high freight rates are also increasing the cost of whiting.

Mixed Paints.—There is no change in the situation, and prices are very firm, with an upward tendency.

White Lead.—The market continues firm, with a fair volume of business moving.

Putty.—The high cost of whiting and oil may affect the putty market, but as the demand has fallen off, no immediate change in price is anticipated. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

B-H

The LEAD Element
and
The ZINC Element
in
B-H "English" Paint

B-B

Every ounce of every pound of all the white base in every can of B-H "ENGLISH" Paint contains 70 units of pure BRANDRAM'S B.B. GENUINE WHITE LEAD to 30 units of pure White Oxide of Zinc. This gives B-H "ENGLISH" PAINT its character and herein it differs from all *other paints*.

There is a point where the excess of any one ingredient is liable to injure or neutralize the effect of the other ingredients. That's why 30% and 70% become the right proportion of White Lead and Zinc in the best house paint.

B-H "English" Paint

Our absolute guarantee of these proportions gives the dealer a forcible and effective selling argument. Write us to-day about our selling plans for 1916.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb......62—65
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2 30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.; 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $9.75; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal.. 0 25 0 25
Drums, gal. 0 23½ 0 23

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60 and 10 p.c.
Carriage Bolts ($1), list, 7-16 in., 50 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50-7½ p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 55 p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 p.c.
Coach and Lag Scraws, 70 p.c.
Skein Bolts, 65-5 p.c.
Square Head Blank Bolts, 50-7½ p.c.
Bolt Ends, 50 p.c.
Plow Bolts, 55 p.c.
Elevator Bolts, 55 p.c.
Fancy Head Bolts, 45 p.c.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 45 p.c.
Nuts, square, 3¾c off list.
Nuts, hexagon, 4¼c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 46
Rods, base ½ to 1" round 0 44
Tubing, seamless base ... 0 44½
Tubing, iron pipe size, 1" base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 05
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00
Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%.
Cream cans, 33 1-3 and 10%: with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.).......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, colored, per gross 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70

Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60. 14 oz. 34 75 35 00
Copper sheet, planished, 14x60 base. 41 25 38 00
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets.... 3 25-3 50
All bright, 52 sheets... 4 60-4 75

Galvanized	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

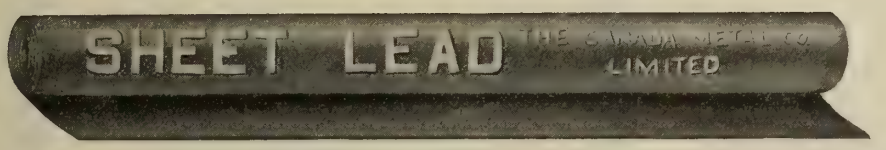
CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.



We have Everything FOR The PLUMBER

Lead Pipe
Lead Waste
Block Tin Pipe

AND

Everything IN METALS

Ask for Catalogue "A"—Mailed Free

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Moore's House Colors

There's beauty in the selling qualities, the profit, the appearance and the durability of Moore's House Colors

Moore Agents are universally satisfied.

If we are not already represented in your vicinity, drop us a card right now for details re our exclusive agency proposition.

Benjamin Moore & Co., Limited, West Toronto, Canada

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.
Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney & Foot, Arcade...	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per cent.; bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60%.

London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Pressed Steel	0 75
Hollow and pressed steel..	0 75
Solid	1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels	0 24
Drums	0 21½
Tank wagon	0 20½

Toronto.

Any quantity, in bbls......	25½
Drums, 40-gal., per gal....	23½
Tank wagon	22

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 45
Smaller sizes extra.

HALTERS (SNAP AND RING). Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over......	0 06½
Masons, 5 lbs. and over...	0 06½
Napping, up to 2 lbs.....	0 10

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........	0 82
Axe, No. 1 hickory, doz.....	2 04
Axe, 2nd growth, doz.......	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.....		$7 50
R. W. No. 117 P.D. Hanger, full set		2 75
R. W. No. 321, per doz. pr.		12 00
Stearns wood track, Special.		
Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	5 75
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs.....	$1 20	$1 00
5 in., doz. prs.....	1 45	1 10
6 in., doz. prs.....	1 75	1 20
8 in., doz. prs.....	2 10	1 60
10 in., doz. prs.....	3 75	2 65
12 in., doz. prs.....	4 65	4 50
14 in., doz. prs.....	5 30	4 65
Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—
Under 12 in., per 100 lbs... 5 25
Over 14 in., per 100 lbs.... 4 50

Extra hooks for above, ⅝ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 15%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes. feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11
Corrugated, ¾ in., ft...... 0 14½
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 60	2 95
Horseshoe iron, per 100 lbs.	2 60	2 85
Norway iron	5 25	4 50
Mild steel	2 55	2 75
Band steel	2 55	2 45
Sleigh shoe steel ..	2 55	2 60
Domestic	2 55	2 50
Reeled machinery steel	3 20	3 50
Tire steel	2 65	2 75
Toe calk steel	3 50	3 50
Mining cast steel. per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel. lb.	0 15	0 15
Black Diamond tool steel. per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17
Spring steel	3 30	....

COLD ROLLED SHAFTING.

7-16 to 9-16 in.	0 06
⅝ to 11-16	0 05¾
¾ to 1 7-16	0 05¼
2 to 3	0 05

Montreal, 25%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00
72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned. per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Mechanic	25c ft.
Hercules	23c ft.
Decorator ....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16 ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	15c ft.
Household	11c ft
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
40 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 10
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet. plain, per doz., $5; all brass. per doz., $10.25; all brass. nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 2·
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C.. doz......	2 00

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 60
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 19
23-gauge, galv. metal lath..	0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	9 00	9 50
Sheets, 3½ lb. sq. ft.	8 75	9 25
Sheets, 4 to 6 lbs. sq. ft.	8 75	9 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $2.70 doz. pair.
Bleached flax, $5.45 doz. pair.

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, .NET $6.

Sterling	.Net	9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50

Do You Believe In Featuring Well-Advertised Goods?

If so, you should be interested in the Martin-Senour exclusive agency proposition.

The well-known trade-mark that directs trade to the store that features it.

MARTIN-SENOUR
PAINTS AND VARNISHES
(MADE IN CANADA—SOLD ON MERIT)

through our widespread advertising campaign throughout Canada, are to-day better known and more in demand than any other line. Martin-Senour dealer-agents reap the benefit of this forcible advertising. The public are attracted to the store showing the familiar trade-mark, and the result is an increase, not only in the sales of paint, but of many other lines as well.

The Martin-Senour exclusive dealer-agency proposition offers the most advantages. A line of 100% pure, guaranteed paints and varnishes, a complete line, a paint or varnish for every use and to suit every condition — a line that is well and consistently advertised and a line that carries with it more sales co-operation than has ever been attempted.

Surely this is the line for you—write for complete details.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. ..	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 30
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	5 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

NAILS

Standard steel wire nails, Toronto, $2.85 base; Montreal, $2.90 base; London, $2.85 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING

	Per rod
Invincible, 1640	0 56
Invincible, 1848	0 61
Invincible, 2060	0 67

Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American)	10 75
U.S. Navy (American).....	10 00
New hemp (English)......	8 00
U.S. Navy (English)	7 00
Navy (English)	6 00
Plumbers (spun)	4 50

OIL

Can. prime white petrol	0 13	0 12½
Royalite	0 13	0 13
Palacine	0 15½	0 16½
Castor Oil, per lb..	0 15½	0 16½
Black Oil (Summer)	0 12½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10 per ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2¼c.

PACKING (JUTE)

	Per Coil Lots
Fine jute, lb.	0 08¾
Coarse, sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Resin sized Fibre, per roll.	0 42
	Per 400 ft. roll
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone	0 62
Dry Cyclone	0 50
Tarred Fibre, Good Luck Brand	0 62
Dry Fibre, Good Luck Brand	0 50
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Plain fibre, No. 2	28-30
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 75
Carpet felt, 20 oz.	2 35
Asbestos Bldg.	3 25
Tarred felt, Dominion, 7 oz.	2 45
Heavy fibre, 32 ft. x 60 ft..	2 00
Oiled waterproof building paper, 600 sq. ft. roll ...	1 05

PICKS (CLAY)

5 to 6 lbs., doz.	3 20
7 lbs., doz.	3 50
7 to 8 lbs., doz.	3 85
8 lbs., doz.	4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose) ...	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
5 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in....	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 48
1¼ in.	6 90	11 53
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 91
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 [illegible]
Lapweld.		
2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 65
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 90
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.
Lead waste pipe, $11.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths...	4 00
3 inch, in 10-ft. lengths...	4 85
4 inch, in 10-ft. lengths...	6 10
5 inch, in 10-ft. lengths...	8 75
6 inch, in 10-ft. lengths...	10 65

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs. ..	3 00	3 00
Tank plates, 3-16 inch	3 00	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH Doz.

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

REELS, HOSE

Plain, wood, each	0 75
Plain, wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 65%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.)....		$2 40
2 ply R.R.		0 85
3 ply R.R.		1 10
2 ply R.R., complete in roll		1 15
3 ply R.R., complete in roll		1 35
Carpet felt	2 75	3 00
Samson, 1-ply, roll		1 45
Samson, 2-ply, roll		1 90
Samson, 3-ply, roll		2 30
Ready 2-ply, Shield, per roll		0 85
Ready 3-ply, Shield, per roll		1 10
Compo Certainteed, 1 ply...		1 40
Compo certainteed, 2 ply...		1 75
Compo certainteed, 3 ply...		2 10
Liquid roofing cement, per gal, in barrels		0 18
Roofing caps, per lb.		0 04¼
Roofing nails, per lb.		0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis	16
British Manila basis	13½
African hemp basis	13½
Sisal basis	11½
Single lath yarn basis	10¾
Double lath yarn	11¼
Hemp, deep sea line basis..	29
Hemp, tarred ratline basis..	25
Hemp, tarred bolt rope basis	27
Marline and Houseline	27
Jute rope basis	11½
Italian rope basis	28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 25
¼ in. and larger	0 23
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
6 ply, 60 ft.	1 50
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard	30 p.c.
Champion Even Balance ...	45 p.c.
Champion Union	50 p.c.
Champion Platform	45 p.c.
Gurney Standard	30 p.c.
Union Scale	50 p.c.
Union Even Balance	50 p.c.
Fairbanks Standard Scales	30 p.c.
Crown Even Balance	45 p.c.
Richelieu Union Scale ...	50 p.c.
Dominion Platform Scales	45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz

D Handle	$ 3 50
L Handle	3 50

SCRAPERS. Doz.

Medium	$2 15
Heavy	3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 10%.
Wood, R. H., bright, 80, 10, 10%.
O.H., bright, 80, 10, 10% off list.

	Per cent		
Wood, F.H., brass	67½		
Wood, R.H., brass	65		
Wood, F.H., bronze	60		
Wood, R.H., bronze........	57½		
Drive screws	65	10	10
Set case hardened	65	10	
Square cap	60	10	
Hexagon cap	60	10	
Bench, wood, per doz.	$5 00		
Bench iron, per doz.	4 25		

SCYTHES

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25
Samson	9 25

SCYTHE SNATHS

No. 1, per doz.	8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 20	3 10
12 gauge	3 25	3 15
14 gauge	3 05	3 15
16 gauge	3 10	3 05
18-20 gauge ...	3 25	3 10
22-24 gauge ...	3 35	3 15
26 gauge	3 40	3 20
28 gauge	3 50	3 25

SHEETS (Case Lots)

Corrugated, galv.	
18 gauge, per square	14 00
20 gauge, per square	11 00
22 gauge, per square	9 00
24 gauge, per square	7 50
26 gauge, per square	5 25
28 gauge, per square	5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 40	5 15	....
18-20	....	. ..	4 70
22	....	. ..	4 95
22-24	5 50	5 30	....
24	....	....	5 00
26	5 75	5 45	5 80
28	6 00	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.75; U.S. No. 28, $5.50; U.S. No. 26, $5.25; 22 and 24-gauge, $5; 18 and 20-gauge, $4.80; 16-gauge, $4.20; 14-gauge, $4.40.

Colborne Crown — 16-20 gauge, $4.80; 22-24 gauge, $5; 26-gauge, $5.25; 28 gauge, $5.50.

Apollo Brand.	Montreal	Toronto
14 gauge	4 40	3 90
16 gauge	4 40	4 05
18-20 gauge	4 60	4 20
22-24 gauge	4 70	4 35
26 gauge	4 80	5 00
28 gauge	5 30	5 30
10¾ ozs.	5 50	5 50

Add 25c for less than case lots

SEASONABLE LINES

That are Profitable to Carry in Stock

The articles named below give a mere indication of our stock, which is comprehensive, high class in quality, and profitable to retail. The advantage of a varied showing to offer customers is particularly emphasized at this season, with Christmas so close. Do not hesitate about sending in your orders—even though small they will be appreciated and meet with as great care and prompt dispatch as those of greater volume.

Winter Sporting Goods

In Sporting Goods we stand in a very strong position, and invite your attention to the following list:

Skates, great selection; Hockey Sticks, Pucks, Sweaters, Knickers, Goalkeepers' Pads, Shin Pads, English-made Hockey Boots, Stockings, Toques, Gloves, Knee Pads, etc.; Toboggans, good showing; Curling Stones, Skis, Ski Harness, Snowshoes, Moccasins, and all kinds of Training Accessories, including Boxing Gloves, Punching Bags, Punching Bag Platforms, Basket Balls, etc.

Appropriate for Christmas

CUTLERY—Our lines are by such world-famed makers as **Joseph Rodgers & Sons, Harrison Bros. & Howson,** and include **Dessert and Table Knives** in genuine ivory, imitation ivory, and Pearl handles; **Carvers,** fine assortment in pairs and cases; **Pocket Cutlery and Scissors,** in good variety.

BRASSWARE—Handsome designs—**Kettles, Kettles and Stands, Curates, Desk Sets, Jardinieres, Trays, Flower Baskets, Candlesticks, etc.**

Also a most attractive selection of **Fireplace Furnishings, Silver-Plated and Sterling Silver Flatware, Percolators, Chafing Dishes, Cut Glass, Safety Razors: Gillette, Auto Strop** and other popular makes.

Prices and particulars on application.

We are Selling Agents for

U.S. POULTRY NETTING

Write for Prices and Catalog

RICE LEWIS & SON

Toronto **LIMITED** **Ontario**

SHELLERS, CORN
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½	40 & 5	

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10' 40
Riveted back scoops, 1st, 2nd and 3rd grades, 45%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
Shovels, snow, 35%.

SHINGLES Per square
Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING
Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS
Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 35 cents.

SOLDER, WIPING.
Acme 0 22
Commercial 0 22½
Easy 0 22¼
Star Extra 0 23¾
Strictly standard wiping. 0 24

SPELTER
See weekly report.

STAPLES Per cwt

	Montreal	Toronto
Fence staples, galv., in kegs	4 05	4 05
Fence staples, galv., 25-lb. boxes	4 30	4 30
Fence staples, bright, in kegs..	3 20	3 20
Fence staples, bright, in 25-lb. boxes	3 45	3 45
Poultry netting staples, 10-lb. boxes		5 65
Poultry netting staples, 25-lb. boxes		5 35
Poultry netting staples, 100-lb. boxes		5 10
Solid, 3 to 30 lbs., per cwt..		1 60

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)
No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS
Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST
Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 50 and 10; brass cobblers' rivets, 15 and 7½.
Above list is under revision. See panel on page 43 of last week's issue.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN
See weekly report.

TINNERS' TRIMMINGS
Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST
Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK
B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder)
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES
Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2½ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS
Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized
No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.
White ware, 70 and 10%.
Canada, Diamond, Premier, 50 and 2½%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 20, 10, 5 p.c.
Hollow ware, tinned steel, 40 p.c. off.
Enamelled street signs, on application.

GALVANIZED WARE
Dufferin pattern pails, 20 and 10%.
English pattern, 20 and 10%.
Galvanized washtubs, 20 and 10%.
Galvanized coal hods, 20%.
Other lines, 20%.

WARE, TIN, PIECED
Discount, 33 1-3 p.c.
10-qt. flaring sap buckets, 33 1-3 p.c.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 20 p.c.
Coal hods, 33 1-3 p.c.

WARE, STAMPED
Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.
Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE
No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL
Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22 $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $3.05; No. 14, $3.10; No. 15, $3.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $3.00 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.
Bronze screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb		3 85
No. 9, coil spring.		3 50
No. 9, plain galv..		3 45
No. 12, plain galv.		3 65
No. 12, plain galv.		3 70
O. & A., No. 10....	3 16	3 16
O. & A., No. 11....	3 22	3 22
O. & A., No. 12....	3 25	3 25

F.o.b. London: Base, $2.95; No No. 0-9 gauge, $2.75 base; No. 9 galv., $2.95; No. 12, galv., $3.10; No. 13, galv., $3.20; No. 9 coil spring, $3.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.
Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES
Single Loop— Per cwt
No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

WRINGERS, MOP
Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES
Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.
White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 23¾
Part cask	0 28	0 24

Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

This Mark Guarantees

the only Berea Grit Grindstones—protection to dealer and customer—fair treatment — quick delivery — mighty good profit. Here are swift-grinding stones that never wear humpy—famous for 50 years — specially selected for your class of customers—

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers.

It will be a good business stroke to write us for illustrated Trade Price List and a copy of our famous book, "How To Keep Mail Orders At Home." Tell us the name of your jobber.

EMPIRE MODEL
to run by Gas Engine

The Cleveland Stone Company

Leader-News Bldg., Cleveland, O.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 39
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$14 10
Weighted, 20 lbs., doz.	16 89

COATING

Cement Coating	$2 55	2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb.	0 09
Raw Sienna, 100 lb. kegs.	0 09
Burnt Sienna, 100 lb. kegs.	0 09
Imp. green, 100 lb. kegs	0 11
Chrome green, pure	0 17
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Venetian red, best bright.	0 03
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02½
Spruce ochre, 100 lb. kegs	0 02¼
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French spruce ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel	4 10
Anchor Floorlustre	2 10
O.P.W. Sunshine White	3 80
Old Dutch Enamel	4 00
Jas-per-lac floor enamel	2 00
Jas-per-lac art enamel	2 85
Mooramel	4 00

FILLER Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE Per lb.

French medal	0 15
English common sheet	0 14
English prima	0 17
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112 lb. bags	0 20
Gelatine, 112 lb. bags	0 28
Ground glues, 112 lb. bags—	
No. 1	0 15
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6 50	$ 8 60
26 to 40	7 00	10 00
41 to 50	7 40	11 70
51 to 60	8 00	12 00
61 to 70	8 75	14 50
71 to 80	9 50	15 00
81 to 85	10 50	18 00
86 to 90	....	20 50
91 to 95	....	22 00
96 to 101	....	25 00
101 to 105	....	32 00
106 to 110	....	36 00

With the following discounts: Any quantity up to 35 cases, 10%; more than 35 cases, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 15½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.
Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.
James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor.	10 25	10 40
Elephant Genuine	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior.	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots	$19 00
2 lb. pkgs., per 100 lbs.	16 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. pkgs., per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED. Per gallon (in quarts)

Brandram-Henderson's "English"	$2 20
Benjamin Moore's "Egyptian" Brand	1 45
Canada Paint Co.'s Pure	2 20
Elephant	1 95
Fresco Tone	2 05
Jamieson's Crown and Anchor	1 90
Jamieson's Island City	1 95
Martin Senour 100% Pure	2 20
Moore House Colors	1 85
O.P.W. Canada Brand, Pure	2 00
O.P.W. Canada Brand, Floor	1 90
O.P.W. Canada Brand, Flat Wall	2 00
Ramsay's Pure	2 00
Ramsay's Thistle	1 60
Stephens' House Paint (Wpg.)	2 25
Stephens' Floor Paint (Wpg.)	1 95
Senour's Floor Paint	2 00
Senour's Porch Paint	2 20
Sherwin-Williams	2 20
Flat tone	2 10

PARIS, PLASTER.

Per bbl.	2 45

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER. Pound.

1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY. Standard

	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums.	2 60	2 70
Bulk, 25-lb. drums.	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal.	2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros.	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stains	1 60
Sun Varnish Stains	2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal"	1 80
Copaline Varnish	2 25
C. P. Co.'s Sun Varnish	2 25
Dependon Light Hard Oil Finish	1 55
Dulgloss	3 00
"Dreadnought" floor varnish	2 30
"Dreadnought" spar varnish	2 30
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 60
"Dreadnought" bronzing liquid	1 05
Elastic Oak	1 70
Elastic Interior	2 80
Elastic Exterior	3 00
Elastic Excello	2 00
Everlastic (Floor)	2 30
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap.	1 95
Jas-per-ite floor finish	2 25
Jas-per-ite exterior finishing	2 00
Jas-per-ite pale hard oil	1 60
Kyanize floor finish	3 25
Kyanize cabinet rubbing	3 25
Kyanize spar	4 25
Kyanize stains	3 25
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry white	4 50
Luxeberry spar	4 10
Luxeberry exterior	4 50
Mar-Not	2 70
Pure White Shellac Varnish	1 90
Pure Orange Shellac Varnish	1 75
Sherwin-Williams "Kopal" Varnish	2 50
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Watproof Floor Finish	2 50
Sun-Spar Varnish	4 00

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs.	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25
Coralite, 5-lb. pkgs.	0 04

WASTE (POLISHING).

Cream	0 14

WASTE, WHITE WIPING.

XXX Extra	0 11½
X Grand	0 11
XLCR	0 10¼
X Empire	0 09½
X Press	0 08¾

WASTE, COLORED WIPING.

Fancy	0 08½
Lion	0 07¾
Standard	0 07
Popular	0 06¼
Keen	0 05½

WASTE, WOOL PACKING.

Arrow	0 17
Axle	0 12
Anvil	0 09
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 08½
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33

WHITING.

Paris white	1 25
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 25

Per 100 lbs.

Your Customers Know This Trade-Mark

More paint buyers are guided by this trade-mark than any other paint trade-mark, because they know it stands for Sherwin-Williams Paints, the standard of quality and value by which other paints are judged.

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SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting, 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides, $1.05; cut, $1.16.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25, 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50;' ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.85 base; Winnipeg, $3.15 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0‹

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 80, 10 per cent; flat head, 85, 10 per cent.; round head, brass, 65 per cent.; flat head, brass, 70 and 5 per cent.; coach, 60 per cent.

SCYTHES
Brush, $8 50.
Grass, $7 50 to $8 50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	3 55
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70 ;No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $2.95; No. 10, $9.80.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman, 4-pt., Fort William, $2.90; Winnipeg, $3.25; Glidden cattle, Fort William, $2.75; Winnipeg, $3.48; Glidden hog, Fort William, $2.85; Winnipeg, $3.18; Baker, Fort William, $2.73; Winnipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; plain galvanized, No. 9, Fort William, $3.10; Winnipeg, $3.50.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED
0-9, $3.30; 10, $3.36; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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Qua ity Rite Prices Rite

Quick Service

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BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
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have been the Standard for over eighty years

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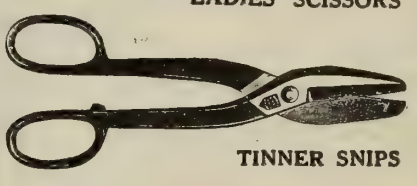
BARBER SHEARS
LADIES' SCISSORS



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Hardwaremen, sell your Skating Rink a J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

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GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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ALL KINDS
HAY TOOLS
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For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

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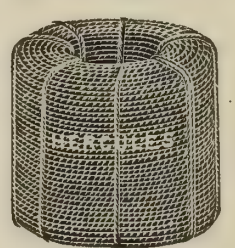

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WHOLESALE DEALERS SELL THEM

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

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THE KYLE MALLEABLE CASTINGS CO.

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Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.,
Unity Bldg., Montreal

A want ad. in this paper will bring replies from all parts of Canada.

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W. B. Bate & Co., Toronto.
Boeckh Bros. Co., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware.
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Limited, Montreal.
Peck, Stow, & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper.
O-Rib-O Mfg. Co., Winnipeg, Man.

Buildings, Portable.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Pedlar People, Ltd., Oshawa.

Burlap.
G. F. Stephens & Co., Winnipeg.

Burrs.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Cake Tins.
Soren Bros., Toronto.

Calipers.
L. S. Starrett Co., Athol, Mass.

Camp Kettles.
Soren Bros., Toronto.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Mackenzie Bros., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Hamilton, Ont.

Cans, Gasoline, Oil.
C. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Canoes.
Walter Dean, Toronto.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

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A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

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Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Casseroles.
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

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Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

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North Bros. Mfg. Co., Philadelphia.

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McKinnon Chain Co., St. Catharines.

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McKinnon Chain Co., St. Catharines.

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B. J. Coghlin, Montreal.

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Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., N. Britain.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.

Churns, Glass, Metal.
Dazey Churn & Mfg. Co., St. Louis, Mo.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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American Shearer Mfg. Co., Nashua.
Crescent Mfg. Co., New York, N.Y.

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The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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Cummer-Dowswell, Ltd., Hamilton.

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Landers, Frary & Clark, New Britain
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
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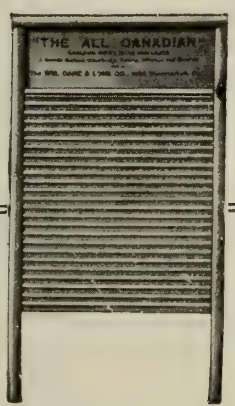

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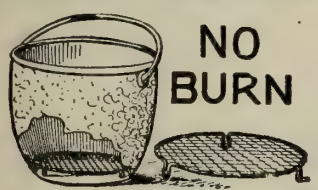

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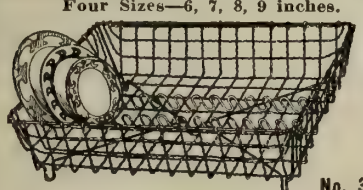

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The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Covers.
Canadian Consolidated Rubber Co., Montreal.

Hot Plates.
Collins Mfg. Co., Toronto.

Ice Cream Freezers.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Incubators.
Collins Mfg. Co., Toronto.
Cushman Motor Wks, Ltd., Winnipeg.

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B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
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The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

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Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

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Japans.
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W. B. Bate & Co., Toronto.
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A. Ramsay & Son Co., Montreal.

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Richards-Wilcox Canadian Co., Ltd., London, Ont.

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Pratt & Whitney Co., Dundas, Ont.

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G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack.
Barton Netting Co., Ltd., Windsor, Ont.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg
Wilckes Martin Wilckes Co., New York.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
B. T. Wright Co., Ltd., Hamilton

Lanterns, Gasoline.
National Stamping & Electric Wks., Chicago, Ill.

Lashes.
MacKenzie Bros., Winnipeg, Man.

Latches.
The Stanley Works, New Britain, Conn.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings.
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Stratford Mfg. Co., Stratford, Ont.

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A. Ramsay & Son Co., Montreal.
Turpentine Producers Agency, Toronto.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

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Lufkin Rule Co., Saginaw, Mich.
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Pink, Thos., & Co., Pembroke, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
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The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Pedlar People, Ltd., Oshawa.
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Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.

Mitre Boxes.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
Mackenzie Bros., Winnipeg, Man.

Motors, Boat.
Walter Dean, Toronto.

Motor Boats.
Walter Dean, Toronto.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
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Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Ganaonque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

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The International Nickel Co., New York, N.Y.

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Oars.
Walter Dean, Toronto.

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Brandram-Henderson, Ltd., Halifax, N.S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.

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E. T. Wright Co., Ltd., Hamilton.

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Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.

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Sheet Metal Products Co., Toronto.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Walter Dean, Toronto.

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Canadian Consolidated Rubber Co., Montreal.

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Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

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Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
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Sherwin-Williams Co., Montreal.
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R. McDougall Co., Galt, Ont.
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Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
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Metallic Roofing Co., Toronto and Winnipeg.

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Aylmer Pump & Scale Co., Aylmer

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Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
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Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

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MacKenzie Bros., Winnipeg, Man.
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Butterfield & Co., Rock Island, Que.

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National Machinery & Supply Co., Ltd., Hamilton.

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Buck Bros., Milbury, Mass.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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Sheet Metal Products Co., Ltd., Toronto.
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Berry Bros., Walkerville, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

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McGlashan, Clarke Co., Niagara Falls.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

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Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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Interstate Electric Novelty Co., Toronto.

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Walter Dean, Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Beatty Bros., Ltd., Fergus, Ont. and Winnipeg, Man.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

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The Stanley Works, New Britain, Conn.

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Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

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E. T. Wright Co., Ltd., Hamilton.

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Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Ltd. Toronto.

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Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Pratt & Whitney Co., Dundas, Ont.

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Soren Bros., Toronto.

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MacLean Publishing Co., Toronto.

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Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

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Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

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Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Sheffield, Eng.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes; See Paints.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Vises.
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide.
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

Wall Plaster.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

Whisks
American Broom Works, St. Basile, Que.
Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd. Montreal.
Mackenzie Bros., Ltd., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Can., Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.

Wire, Iron, Steel, Brass and Copper.
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd. Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Rope.
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd. Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.
American Wringer Co., New York, Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.
Walter Woods & Co., Hamilton.

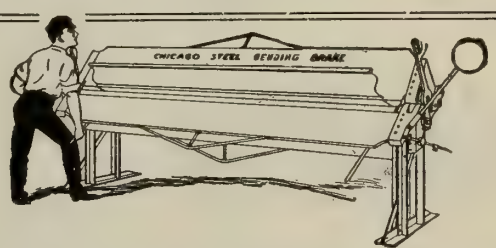
Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

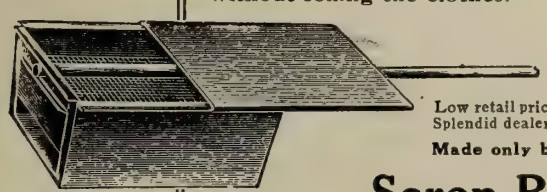
Arctic ARCTIC METAL **Metal**
FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE
Every Pound Guaranteed.
Tallman Brass & Metal Co.
HAMILTON, ONT.

Bolts
We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.
London Bolt & Hinge Works
LONDON, CANADA

"DREADNOUGHT BRAND"
ENGLISH GROUND GLUE
(Sweet smelling—100 per cent. strength)
Immediate or Spring delivery. Write for sample and price.
Distributors: D. B. GROUND GLUE
Messrs. Sanderson Pearcy & Co., Ltd., Toronto;
Messrs. J. H. Morin & Co., Toronto.
DREADNOUGHT BRAND
BRITISH PAINT SPECIALTIES
W.B. BATE & COMPANY
TORONTO
Fine Colors, Varnishes, Japans, Dryers.
Shellacs, Enamels, Glues, etc.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in the U.S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

The "Daisy" Makes Quick Sales
This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.

Low retail price. Splendid dealers' profit.
Made only by
Soren Bros.
545 King St. W., Toronto, Canada

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

When writing advertisers please mention Hardware and Metal.

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A Real Labor-Saving Device

The original and best vacuum sweeper—one sale makes others. Every woman wants one.

SWEEPER-VAC.

Write for Particulars.

FROTHINGHAM & WORKMAN, Limited, MONTREAL

ICE TOOLS

Plows, Saws, Tongs, Bars, etc. We have a full line. Send for illustrated catalog and price list.

We also have a complete line of Snow Plows, Ice Levellers, etc., for municipal work.

ROBERT DONALDSON & SONS, Montreal

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

A Straight Talk by the Manager

No. 25

"The really successful way to improve business is to develop selling efficiency."

ON the train, the other day, I met a hardware merchant who is known as the most successful dealer in his town. Naturally, we talked about the problems of selling hardware at retail.

"The building slump which followed the outbreak of war," said he, "taught us a good lesson, because it compelled us to watch the advertisements in Hardware and Metal for new lines to replace those for which there was no demand. In this way we got in touch with many articles which are paying us a handsome profit."

"You employ the advertisements in your buying," said I, "but do you ever use them to develop the selling ability of your staff?"

"No," he admitted, "the advertisements seem very persistent in urging me to buy, but mighty few of them have ever told me how or where I could sell the goods they are talking about." This is a pet subject with me, so I launched forth with enthusiasm:

"Trade paper advertising is undergoing a great change. It is being humanized, and already manufacturers are acting on the principle that the more strenuously retailers push the sale of goods they already have in stock, the sooner will they be in the market for fresh supplies.

"Moreover, they are realizing that retailers must first see prospects for selling an article before they will stock it at all. And so you will find that a great many far-seeing advertisers are now using their space to say 'Sell my goods,' instead of 'Buy my goods,' and they are giving selling talks in their advertisements which will prove invaluable in developing the efficiency of your sales staff.

"For instance, suppose a woman comes in and wants to buy a range which carries a profit for you of $5. Your clerk has been reading the advertisements in Hardware and Metal of a high-class range, one of which is on your floor, and which allows a profit of $10. He himself is so saturated with the talking points of this range that he promptly enthuses the customer as well, and sells the better article. The additional profit on that one sale will pay your subscription to Hardware and Metal for 2½ years.

"Now, every issue of Hardware and Metal contains upwards of 150 advertisements, embracing every class of goods you sell in your store. Your clerks can get talking points on all of them by studying the advertising pages of Hardware and Metal as they would a text-book.

"When business is dull the really successful way to improve it is to develop selling efficiency, and you can promote selling efficiency among your clerks by insisting on their studying Hardware and Metal's advertisements every week and applying the knowledge they acquire in their daily work."

The merchant was delighted with the idea.

"Won't you drop off at my town some of these days," he asked, "and give my boys a talk along that line?"

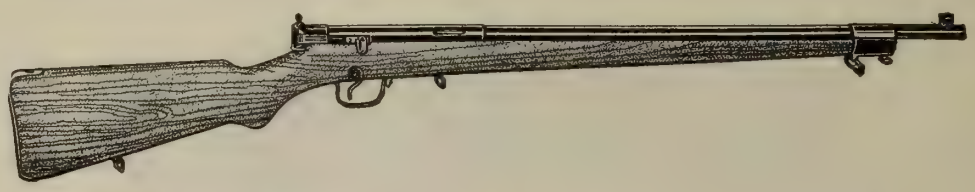
And I promised that I would. J. G. L.

The profit the OTHER MAN makes this season on Ross Rifles won't pay for YOUR Christmas Dinner

Some of your customers will buy Ross Rifles for Xmas Gifts. Make sure that they will buy them in your store.

Ross Sporting Models and Cadet Rifles should be displayed by every Sporting Goods Department looking for maximum returns from the Christmas Trade.

If you lack any information concerning prices, we solicit correspondence.



Ross Rifle Company - Quebec

The Finest Hand Saw in the World

ATKINS NO. 400

Made of Sterling Steel—as fine as razor steel. Taper Ground. Mirror Finish. Rosewood Handle. Silver-Plated Screws. One in handsome individual gloss-finished box.

AN IDEAL CHRISTMAS GIFT

For the lover of fine tools. Put them in your holiday display, among your cut glass and finest silverware. Suggest—"Buy him an ATKINS SAW for Christmas." Send your orders now. Write for free Christmas display No. H.M. **Made in Canada.**

E. C. ATKINS & CO., Factory: Hamilton, Ontario

Vancouver Branch: 109 Powell St. **U.S. Factory: Indianapolis, Indiana**

GALVANIZED and BLACK STEEL SHEETS

Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

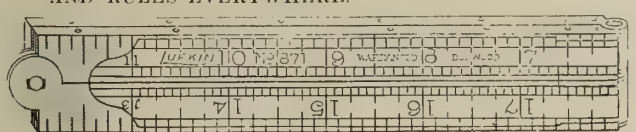
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

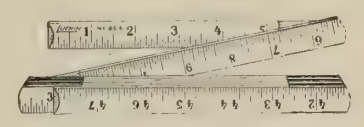
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

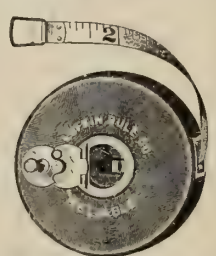
LUFKIN ⟷ ACCURACY

These Two Words Instantly Suggest One Another Wherever Measurements Are Taken

The goods are the very best of their kind, the product of a highly specialized manufacturing experience of years. NOT ONLY THIS, BUT THE FACT THAT THEY ARE ABSOLUTELY DEPENDABLE IN EVERY WAY HAS BECOME INDELIBLY IMPRESSED ON THE MINDS OF USERS OF TAPES AND RULES EVERYWHERE.







Measuring Tapes — Boxwood Rules — Spring Joint Rules

A Complete Line Stocked by All Jobbers Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS

Talk Number Twenty-Nine

"Will 'PREMIER' GALVANIZED STEEL SHEETS double seam?" someone asks. Why, bless you, "PREMIER" GALVANIZED STEEL SHEETS will do anything any real good sheet will do, and do it well. The soft, strong, flat, Black Sheet is perfectly coated, and can't be beat for high-class work. Your jobber sells them now.

TINKER TOM.

Look for Talk No. Thirty next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

79-T

MAKE IT

"Automobile Hardware"

One of our manufacturing friends suggested to us, not long ago, that instead of referring to "Automobile Accessories" we should coin the phrase "Automobile *Hardware*."

This suggestion should set you thinking. Already you are selling many articles—such as wrenches, greases, oils, gasoline—probably without realizing that you are running an automobile hardware department. Yet you are selling these articles to motorists for use in the upkeep of their cars. It does look as if automobile supplies and hardware were just naturally linked together.

In this issue there is a strong article showing what hardwaremen in the United States have done in developing sales to motorists. Read this and take a leaf from the book of your brother hardwaremen in the States.

Make it "Automobile *Hardware*" in 1916.

HARDWARE AND METAL

Vol. XXVII PUBLISHED EVERY SATURDAY SINCE 1888 December 25
No. 52 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

MARTIN-SENOUR PAINT & VARNISHES

MARTIN-SENOUR SPIC AND SPAN FINISHES

Christmas Greetings

TO OUR MANY FRIENDS AND CUSTOMERS WE EXTEND OUR EXPRESSION OF GOOD-WILL AT THIS FESTIVE SEASON.

MAY THE NEW YEAR HOLD FOR YOU A BOUNTIFUL SHARE OF HEALTH, HAPPINESS AND PROSPERITY.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO

MARTIN-SENOUR SPIC AND SPAN FINISHES

MARTIN-SENOUR PAINT & VARNISHES

Made in
La Salle, Ill
by
Westclox

BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The [illegible] price [illegible] is $5.00, and there's a $3.00 resale tag on everyone you buy.

Brooms of Quality

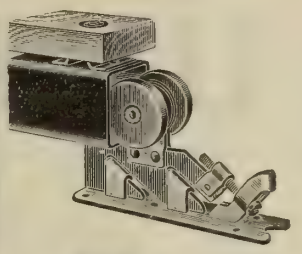
may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

HAMILTON and WINNIPEG

"A Hanger for Any Door That Slides"



No. 19 HERO TROLLEY HOUSE DOOR HANGER

Track is removable and adjustable after walls are plastered. Solid fibre wheels. Ball bearings. Low-priced.

No. 321 CHAMPION BARN DOOR HANGER

For quality of workmanship and fine operation the Champion has no equal. There are cheaper hangers, but none so good. For your good hanger, sell the best.

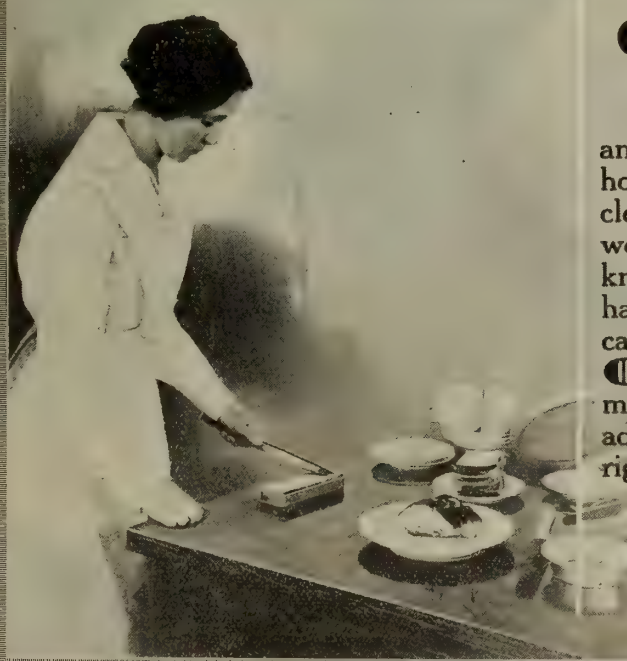
FOLDING DOORS

The one right way to hang them is on R-W Trolleys.

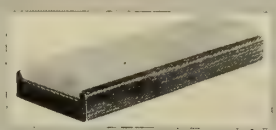
Richards-Wilcox

CANADIAN COMPANY, LTD. LONDON, ONTARIO.

Let Us Introduce You to a New Carborundum Product



IT'S something you can place in practically every home in your community—its the



Carborundum Kitchen Knife Stone

and its mission is to make every knife in the household a sharp knife. The stone, fast, clean cutting, is mounted permanently on a wood base. Two or three strokes and the knife is keen—the stone is just the right handy size and right grit for all kitchen and carving knives.

¶ Every home needs it—the demand, the market, the profit are all there—suppose you add this stone to your Carborundum stock right now.

.....

The Carborundum Company

Niagara Falls, N. Y.

The UNIVERSAL

Boy Scout Pocket Knife

Will sell on sight to every Boy Scout and Camper.

Combined in one knife are a large cutting blade, bottle cap puller, can opener, belt, punch, and screw-driver ; all of highest grade cutlery steel.

No. 03662
Retails for $1.00

It is a knife for hard service—and will stand up under the most severe usage.

A display of these knives in your window or on your counter will attract the attention of Boy Scouts and all those desiring a serviceable pocket-knife for heavy work.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives : A. MacFarlane & Co., Montreal

Lewis Bros., Limited Montreal *For* Sterno Canned Heat

Some of the MANY USES for Canned Heat

We Are Quick, Careful Shippers.

Mail Order Given Prompt Attention.

Canned Heat

A Most Useful Gift to the Boys in the Trenches.

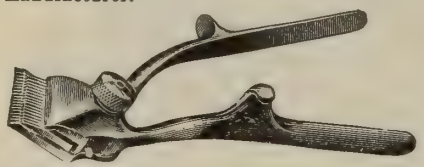
Lewis Bros., Limited, Montreal

P.O. Box 1450

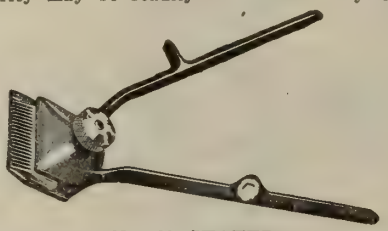
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

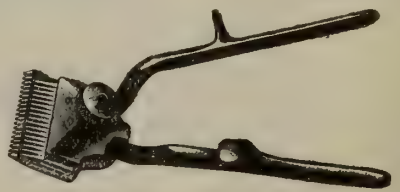
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



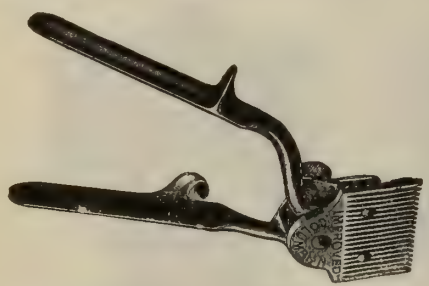
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



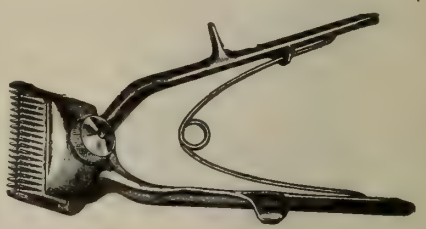
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.

Entirely automatic.

Connects with one-inch nipple to outlet of expansion tank.

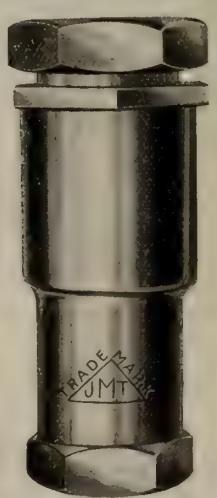
Makes a hot water system equivalent to a low pressure steam plant.

Increases radiation from 25 to 30% with same firing.

Reduces the size of pipes and fittings.

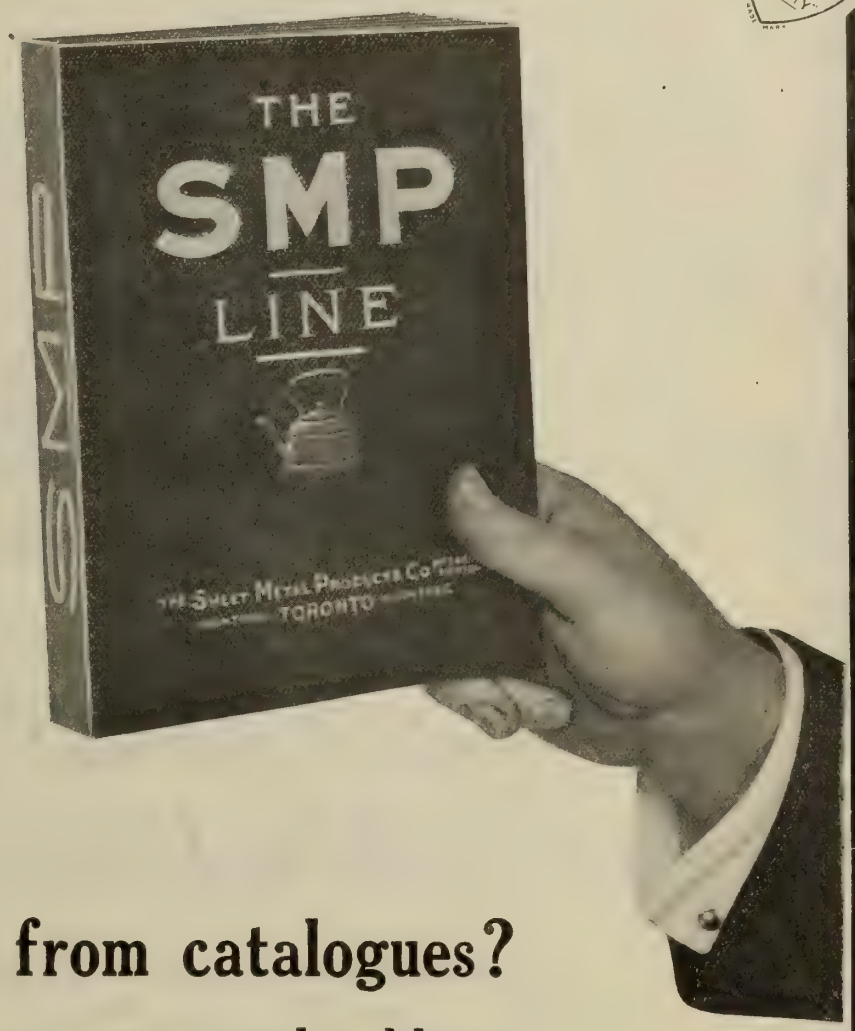
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO



Do you buy from catalogues?

Then send your name and address and receive, with our compliments, the most up-to-date catalogue of Sheet Metal Products ever published.

SHIPMENTS MADE PRO

THE SHEET METAL PRODUC

MONTREAL TORONTO

Name.....

.....

Address.....

.....

Here's a Suggestion—
MacLean's

As a Christmas gift to your friends, will be like a new gift every month of the year. Besides it will save you time, worry and expense.

What You Do

Send us a list of those to whom you have decided to send MacLean's, with their addresses, remitting for each at the regular subscription rate of $2.00 per year. Write names and addresses clearly.

What We Will Do

We will mail a beautiful Christmas card to each of the friends you have selected, notifying them of the fact that MacLean's is to be their Christmas gift from you. This card, which will be printed in colors, will reach them on or before Christmas Day. The current number of MacLean's will follow.

A best selling book free to YOU with every subscription. See list in December issue.

Enclosed please find the sum of $....., for which send MacLean's for one year to

.....

.....

.....

.....

.....

(Sender's name and address)

MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

Christmas Greetings

WE extend to you the Compliments of the Season and wish to thank our customers for their generous support during the year.

H. S. HOWLAND, SONS & CO.
TORONTO LIMITED

Satisfied Customers

ARE BETTER THAN

MONEY IN THE BANK

Join the ever-growing ranks of

AMERICA HANGER ENTHUSIASTS

The Hangers You Will Eventually Stock.

HAVE YOU A MODEL ON YOUR COUNTER???

Canada Steel Goods Co., Limited, Hamilton, Canada

A Detail So Important It Sells the Tool

For 25 years we have put the sum total of our manufacturing knowledge into every detail of this bit brace. And now we find one detail alone enough to sell it. It's the Master Chuck—of unusual capacity—that makes so many workmen depend upon

MILLERS FALLS
BIT BRACE No. 732

This chuck with forged jaw of patented design centers accurately and grips a bit as if made into it. Takes not only ordinary bit stock shanks but round and taper shanks equally well. The head is ball-bearing. The ratchet is protected from injury. Rare tropical woods and nickeled steel make it a beautiful tool. Let us send you a catalogue and the useful book "How to Sell Tools."

MILLERS FALLS COMPANY

"Toolmakers to the Master Mechanic"

MILLERS FALLS, MASS. - - - - - - NEW YORK OFFICE: 28 WARREN ST.

THE STEEL COMPANY OF CANADA LIMITED

We Extend to Our Customers and Friends the Compliments of the Season

Our sales for the year just closing have been the largest in history.

We appreciate the confidence and support which jobbers, manufacturers and others have manifested in us by the increased business they have placed with us. We trust the prosperity which we have enjoyed has been yours as well.

The outlook for the coming year is very bright and with our increasing facilities we shall continue to maintain THE HIGH QUALITY OF OUR GOODS and render you our BEST SERVICE.

Head Office: HAMILTON

Sales Offices:

VANCOUVER WINNIPEG TORONTO MONTREAL
ST. JOHN, N.B. HALIFAX

FACTORIES:

Hamilton, 3 Montreal, 3 Toronto Brantford London Belleville Gananoque

ROASTERS FOR THE ROASTING SEASON

OVAL SIZE, 11½ x 18¼ x 8.

CROWN ROASTER.

Davidson's

"Sterling" seamless self-basting roast pan is made in Colonial Enameled Ware and Blue Sheet Steel.

Selling Features.

Self-Basting.

More efficient than any other style roast pan.

Being seamless it is perfectly sanitary.

Saves time and labor.

Saves fuel.

It is a necessary article in every home.

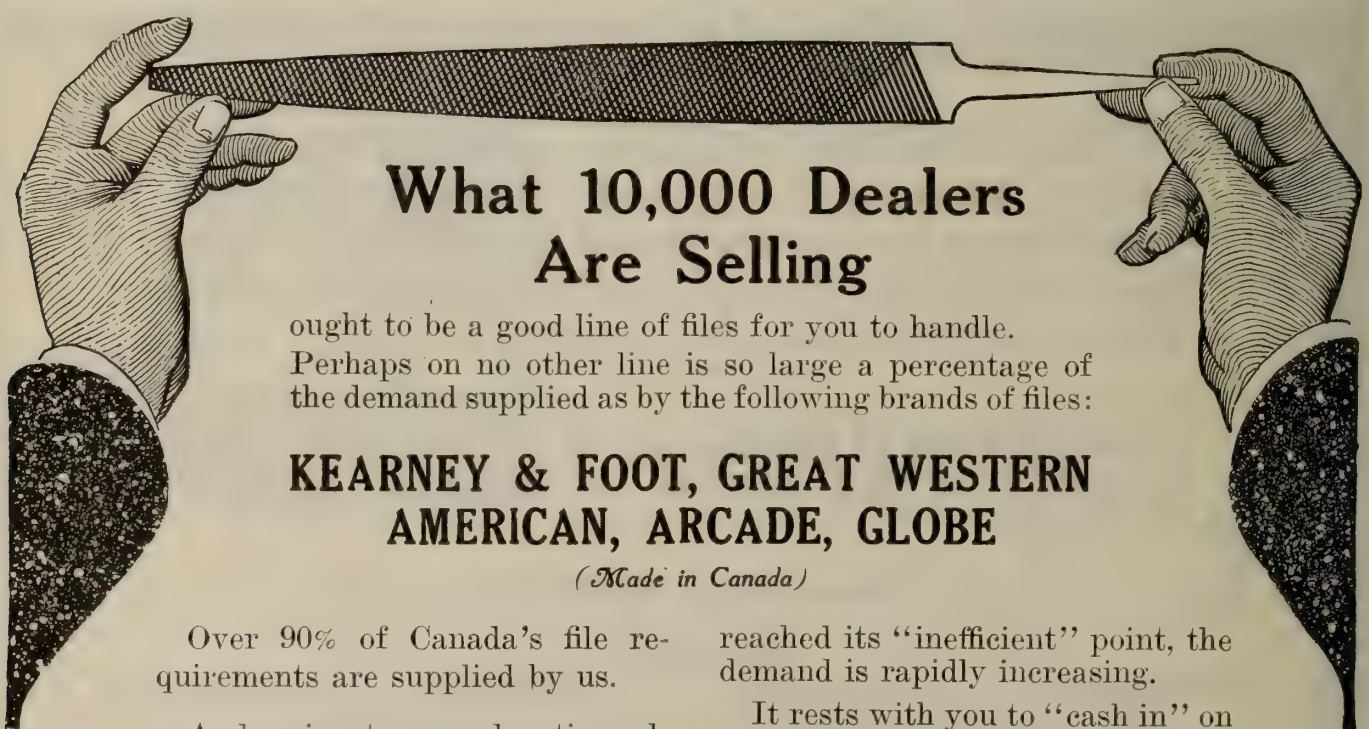
It is a Sterling.

The Crown Roaster, seamless, round, size 13¾ x 8 in., is also made in Colonial Enameled Ware and Blue Sheet Steel and is made in the oval pattern, same size as Sterling in steel only

Write us for prices

The Thos. Davidson Manufacturing Company, Limited

TORONTO MONTREAL WINNIPEG



What 10,000 Dealers Are Selling

ought to be a good line of files for you to handle. Perhaps on no other line is so large a percentage of the demand supplied as by the following brands of files:

KEARNEY & FOOT, GREAT WESTERN AMERICAN, ARCADE, GLOBE

(Made in Canada)

Over 90% of Canada's file requirements are supplied by us.

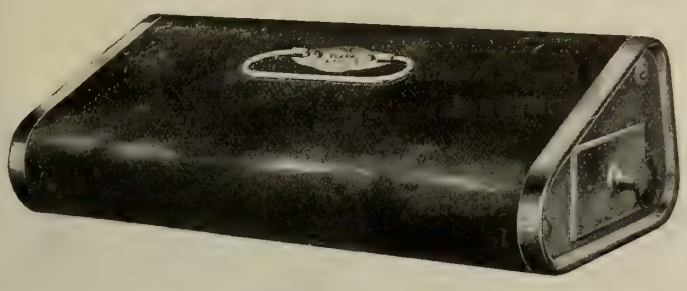
And owing to our educative advertising campaign on the economy of discarding a file when it has reached its "inefficient" point, the demand is rapidly increasing.

It rests with you to "cash in" on this aggressive campaign. You'll be able to sell two files where you now sell one.

NICHOLSON FILE COMPANY Port Hope, Ontario

(JOBBERS EVERYWHERE)

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

For use in automobile, wagon, sleigh or carriage in cold weather.

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

These heaters are made in 20 styles and sizes, ranging in price from $1.00 to $10.00—something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

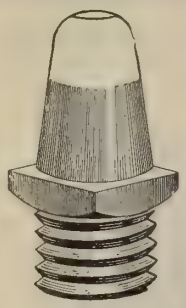
When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO



You Can Always Spot a Well-Shod Horse

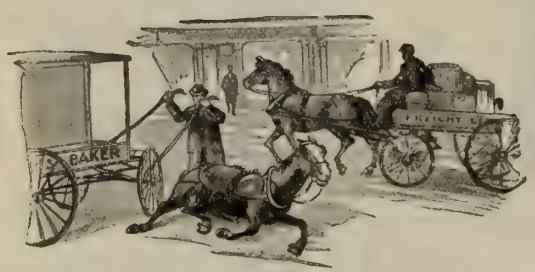
Draft horses hauling heavy loads slip continually unless their shoes are properly calked. They labor on the shortest hills, even in dry weather, while well-shod horses pass by on a run.

For every horse there is a Neverslip Red Tip Calk. Neverslips can be inserted in twenty minutes without removing the shoe. They save horses' lives, drivers' lives and the lives of pedestrians. What better reason for stocking them!

The Neverslip Manufacturing Company

559 Pius IX Avenue,
MONTREAL

U. S. Factory:
NEW BRUNSWICK,
N. J.



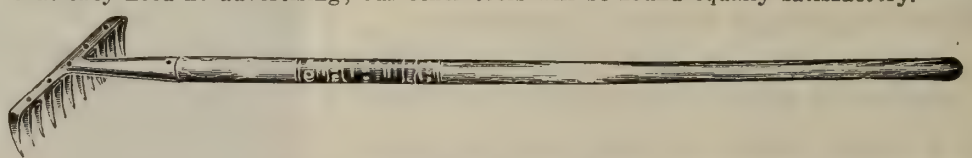
GARDEN TOOLS

Established in 1803

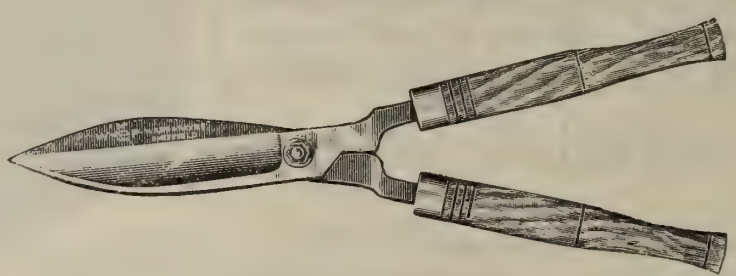
W P WARD

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork

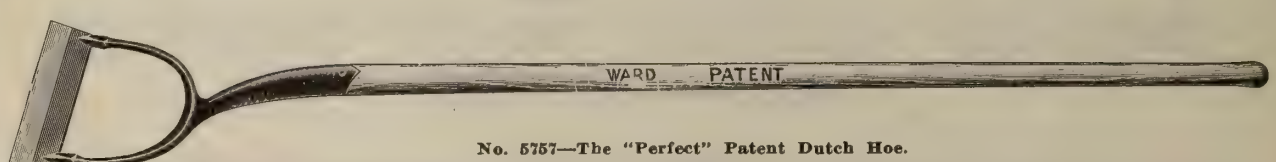


No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

"Metallic" Building Materials

Merry Christmas

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

No. 1000

CELEBRATED I·XL RAZORS

Manufactured by

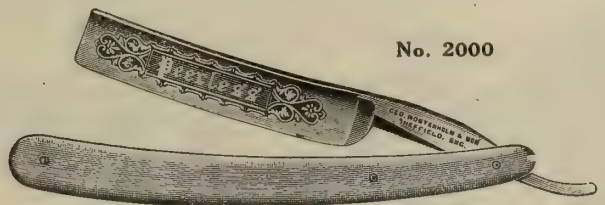
GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

Every razor fully guaranteed. The grinding, etching and finish, is all that the highest grade of workmen can obtain.

All leading Jobbing houses carry a full range of these lines, in all sizes and styles.

No. 2000



No. 5000

No. 0534

A. MACFARLANE & COMPANY, Montreal, Canadian Representatives.

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM

The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

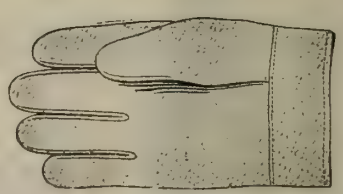
CALGARY, ALTA.

TAPATCO

REGISTERED TRADE MARK BRAND

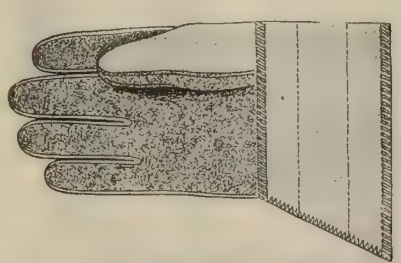
When you've looked them over

you will fully understand why "Tapatco" Cotton Gloves are creating bigger business for dealers everywhere.



Made entirely of Canadian materials by expert Canadian workmen, "Tapatco" Gloves give that satisfaction which creates profitable customer confidence.

This popular-selling line embraces Gauntlet, Knit Wrist or Band Top Styles in Heavy, Medium or Light Weights. Also Leather Tip and Leather Face Gloves, and Jersey Gloves and Mitts, in Tan, Brown or Oxford

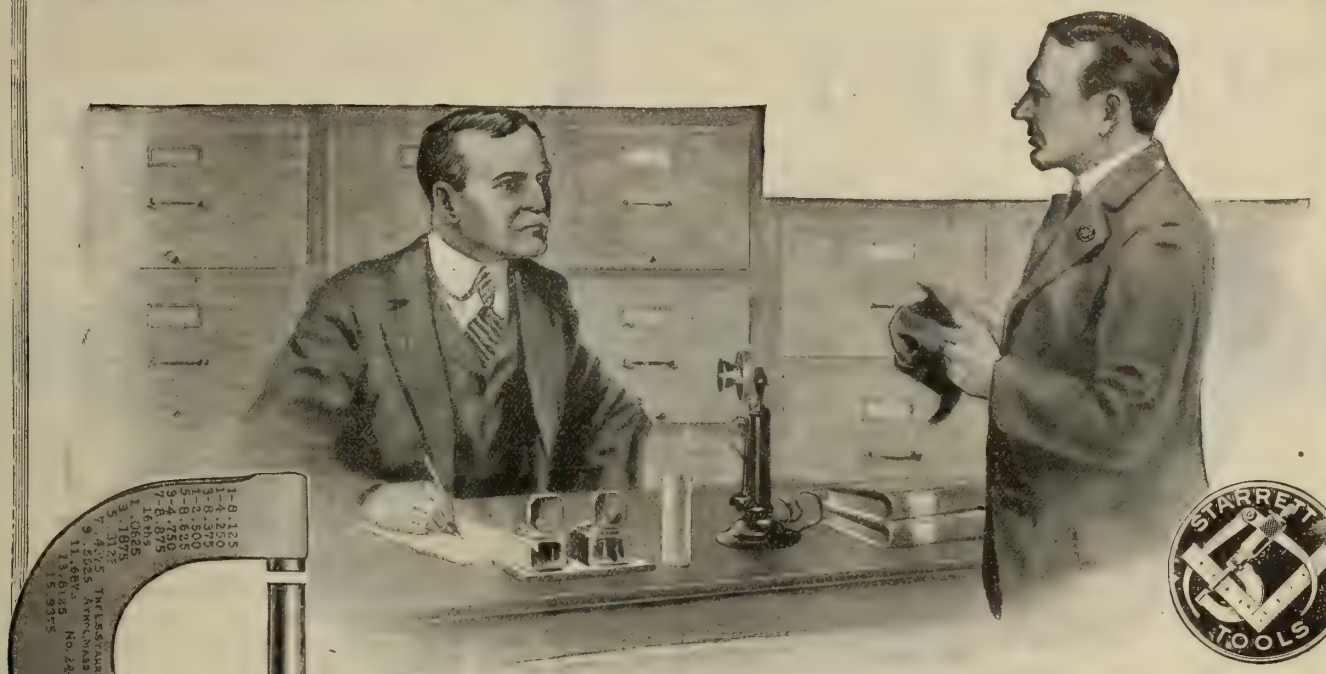


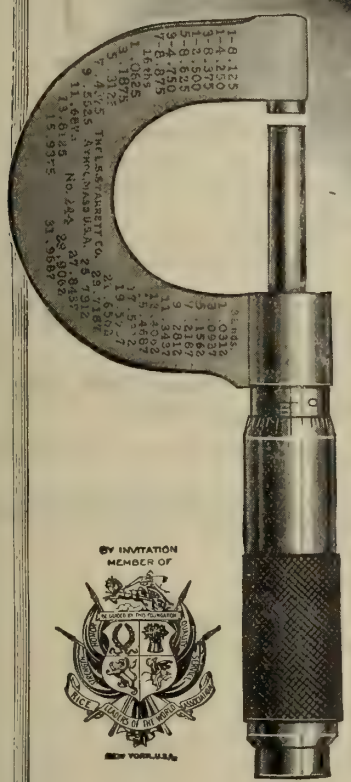
"Tapatco" Cotton Gloves are probably the one thing necessary to put your Glove Department on a better profit-producing basis.

Why not try them out? Get a sample order, to-day.

American Pad & Textile Co.

CHATHAM **ONTARIO**





What Tools Do You Use?

A GOOD workman can always do good work but he does his best work with good tools. The conscientious man always wants to do his best work. The inference is obvious. Good men always have good tools.

Starrett Tools

and Instruments of Precision

are recognized throughout the world as standard. Wherever accuracy counts, you will find Starrett Tools widely used.

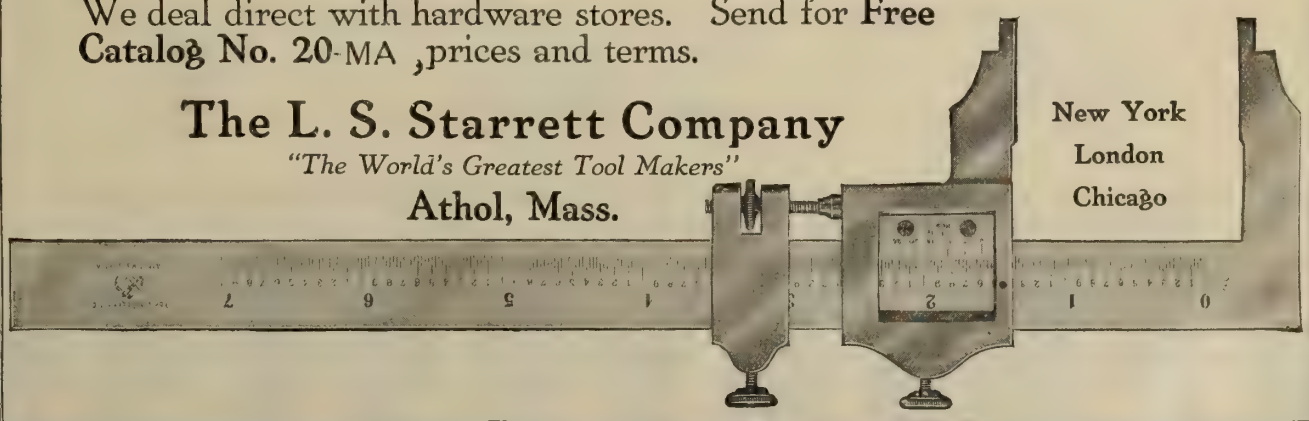
We deal direct with hardware stores. Send for **Free Catalog No. 20-MA**, prices and terms.

The L. S. Starrett Company

"The World's Greatest Tool Makers"

Athol, Mass.

New York
London
Chicago



"COMFY"

Weather-Strip

is a line that sells on sight.

Sells at a very low figure in comparison with ordinary weatherstrips, is easily put on, very durable and is in every way as effective in keeping out the cold.

Put up in cartons of one pound each, or 35 feet in carton.

Burlington-Windsor Blanket Co., Limited

TORONTO, CANADA

A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

Christmas Window Contest

FOR *many years past it has been customary for Hardware and Metal to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response, culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

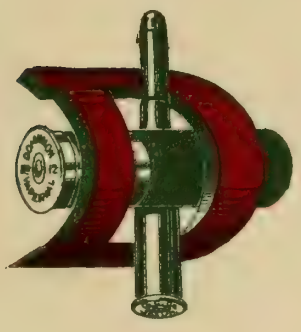
Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		*PLACES UNDER 5,000*	
First Prize	$10.00	*First Prize*	$10.00
Second Prize	5.00	*Second Prize*	5.00
Third Prize	3.00	*Third Prize*	3.00
Fourth Prize	2.00	*Fourth Prize*	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Friday, December 31. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

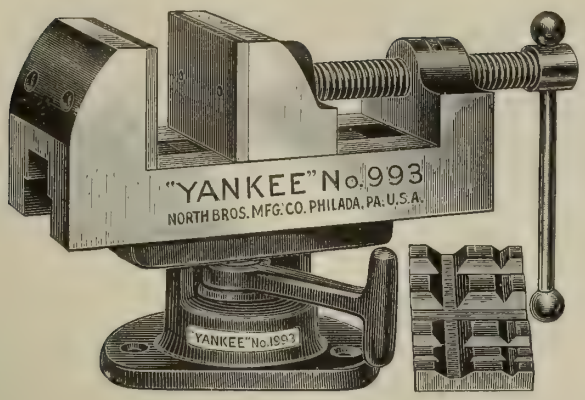


Appreciation

The success of any business depends on the co-operation of its selling forces. Our business is successful and we take this opportunity to thank our dealers and their assistants for their hearty co-operation—
to wish them the Compliments of the Season and greater sales for 1916.

Dominion Cartridge Co., Limited

Canadian Made for Canadian Sportsmen



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Lightning danger;
High insurance rates;
High up-keep expense;

Here are three worries on every building owner's mind which can be avoided with your help. And you will gain by helping them. Simply cover your customers' buildings with

Rust and Corrosion-Resisting

TONCAN METAL

ROOFING AND SIDING

Run a Toncan Metal Conductor Pipe from the Toncan Metal Roof into the ground and you have a lightning-proof building.

Toncan Metal cannot burn. It's absolutely fireproof. That means less insurance. Your insurance agent will confirm this.

And Toncan Metal's ability to resist rust and corrosion means less repairs, less annoyance and, of course, less expense.

The Pedlar People Ltd.

Oshawa, Ont.
CANADIAN DISTRIBUTERS

The Stark Rolling Mill Company
Canton, Ohio
Sole Makers

Get this book

Send me without cost or obligation a copy of "Corrosion — The Cause — The Effect—The Remedy."

Name .....
Firm .....
Address .....
HM-2

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The season for **Spark Guards** and **Fireplace Fixtures** is now here.

We make a complete line.

Have you one of our catalogues?

Enquiries solicited.

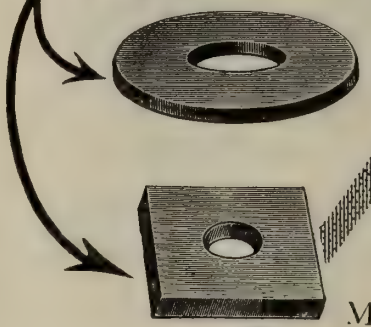
Canada Wire & Iron Goods Company

Hamilton, Ontario

EASTERN REPRESENTATIVE:
H. E. O. Bull, 184 Mance St.
Montreal, Que.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

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Made by

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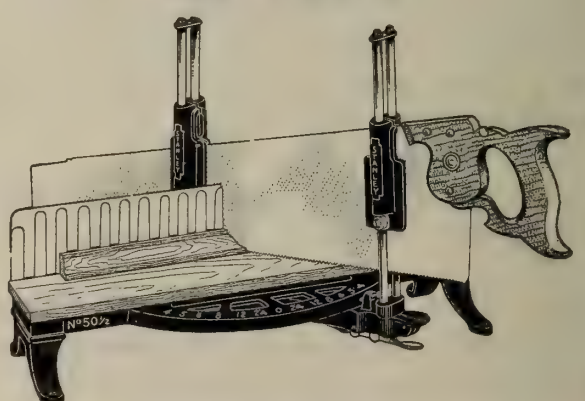

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This has a single-piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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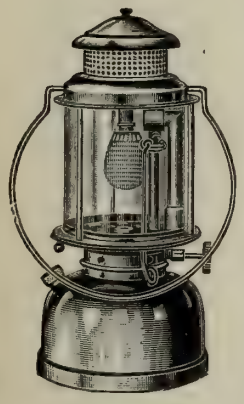

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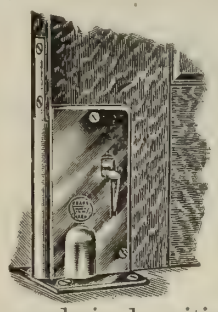
SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



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are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

ACCEPT OUR SINCERE WISHES FOR

A Happy and Prosperous New Year.

Competition has no terrors for the man who is armed with the Sword of Knowledge and the Shield of Faith. During the coming year we invite you to make full use of our efforts to equip you with these weapons. We give prompt service to Western Canada exclusively.

Winnipeg Ceiling and Roofing Co., Limited

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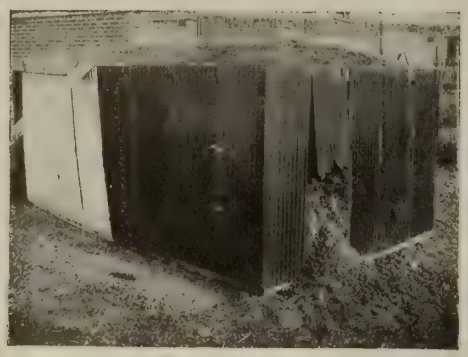

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Purity, Evenness and Solidity

form the basis of rust - resistance. Among all commercial metals of which iron is the base, these qualities are most highly exemplified in

ARMCO American Ingot IRON

Never less than 99.84% pure iron—with physical evenness guarded by minute care and constant inspection—with gas content reduced to the lowest point known to the industry,

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Write for full information as to its adaptability to your purposes.

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Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati and San Francisco.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY
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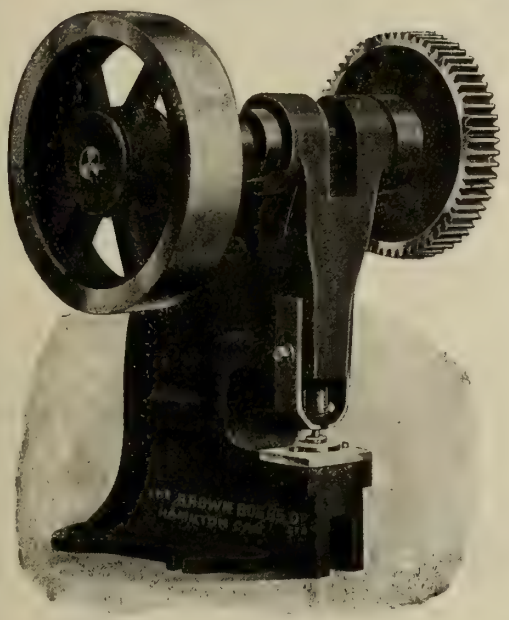

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Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVE TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

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Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

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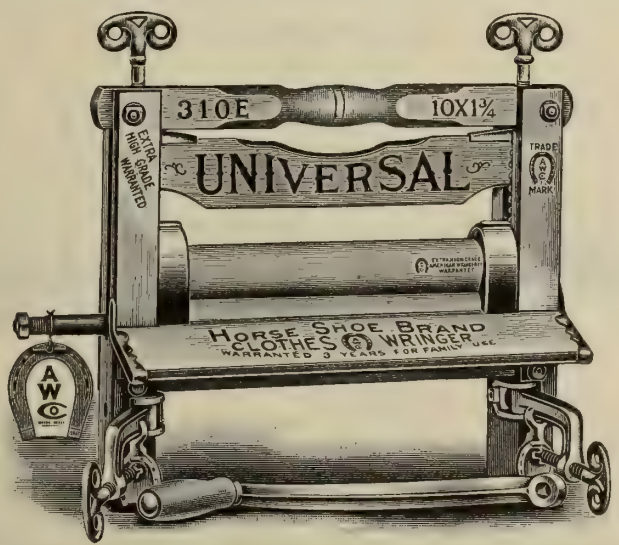
WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



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" 341E

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No. 360E
" 361E

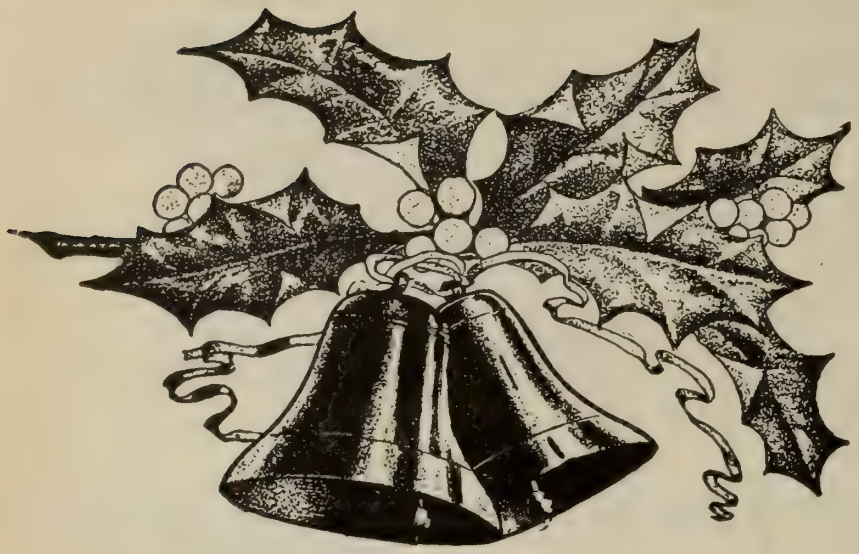
Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

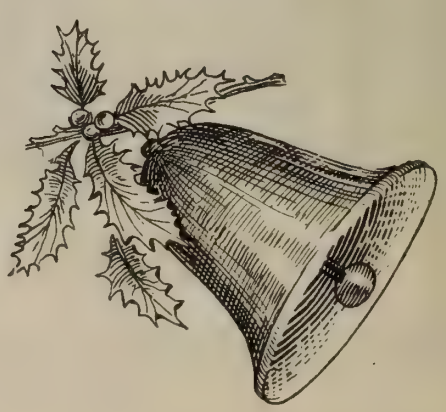
NEW YORK CITY, U.S.A.



IN full appreciation of pleasant business relations, we extend our hearty wishes to all Customers and Friends for

A Merry Christmas and a Bright and Prosperous New Year.

CAVERHILL, LEARMONT & CO.
MONTREAL



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 25 1915 No. 52

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A Merry Xmas

and a

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You Hardware Men

From

Mackenzie Bros., Limited, Winnipeg

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TORONTO, ONT.

WIRE

Hardware and Metal

Established 1888. TORONTO, DECEMBER 25, 1915 Vol. 27. No. 52

What Happened in Hardware in 1915

The Most Unusual Year on Record—A Review of the Hardware Markets — How the War and Tariff Changes Affected Prices—Many More Price Changes to be Made in Near Future

THE year just drawing to a close will go down in hardware history as one of the most unusual on record.

Among the distinguishing features of 1915 have been rapid and far-reaching price changes, new and sudden developments having an important bearing on various branches of the hardware trade, shortage in many lines of goods, abnormally high prices on some lines, extremely low prices, considering conditions, on others.

There has been price fixing and price cutting. New markets have developed. New lines have been taken in by the hardware trade.

New sources of supply have been discovered for many products, and Canadian manufacturers are to-day turning out goods, the manufacture of which, in this country was undreamed of two years ago.

Biggest Year's Business

Retailers in adapting their businesses to meet new conditions which have developed as a result of the war, have taken on many new lines—many of them bearing a good deal of profit.

Building in Canada, outside of repair work, has not been active. The curtailment of building operations affected adversely the sale of builders' hardware, and the latter line in past years formed a very considerable portion of the hardwareman's trade.

Even with the trade in builders' hardware cut off to a great extent, there are hundreds of retail hardware merchants who will wind up 1915, with the largest annual volume of business transacted in the history of their firms.

These enviable records have been made as a result of hard work. The merchants realized that if they wanted to keep up to, or surpass, the records of previous years it would be necessary to do so by hard work, by intensive cultivation, and by branching out and pushing the sale of goods—in some cases new lines, not hitherto featured to any great extent.

What One Firm Accomplished

A short time ago Hardware and Metal referred briefly to a large firm—one of the largest in the world—telling how this firm had sent a message to all employees, directing their attention to results which had been achieved by intensive cultivation of sales.

The message read as follows:—

"The loss of business in certain parts of the world has led us to investigate the possibilities of the remaining territory, and has led to a salutary intensive cultivation of sales. It has served to teach us the boundless possibilities of any given territory provided we will concentrate upon it. With our organization and its equipment we can develop an amount of business hitherto unsuspected.

"The individual employee, also, has learned much from this experience that will be helpful to him throughout life. Forced economy had reduced the amount of assistance each man has had in the past and all have been compelled to assume greater burdens of work. We have learned that a man can do two or three times as much as he would have believed in easier times, and do this as quickly and thoroughly as ever. We have learned the results that may be secured from concentration and the careful investment of time and energy.

Uncover Hidden Possibilities

"It is in times of plenty that we tend to grow fat and lazy, but in times like these we uncover hidden possibilities."

Just as this large corporation has uncovered hidden possibilities, so have many wholesale and retail hardwaremen throughout Canada. By intensive cultivation of their territories many firms have kept their sales so far this year on a par with the sales of corresponding periods of former years. In many cases there are retailers whose businesses this year will reach larger proportions than in any previous year in the history of their business careers.

Retailers Advertised

The retail hardwaremen of Canada used printers' ink to a greater extent this year than in any past year. They ran better advertisements. They devoted more time to their advertising and prepared better advertisements than in any previous year.

More illustrations have been used in retail hardware advertisements during 1915, than in any previous year. Not a little of the credit for this condition is due to Hardware and Metal. The electro service department of Hardware and Metal has supplied upwards of 4,000 small hardware electros to the retail hardwaremen of Canada—and the hardwaremen have used them.

The Christmas electro service instituted by Hardware and Metal several weeks ago, has proven decidedly popular. Orders came in from all parts of Canada, and the result has been that the Christmas advertisements of hardware, as a whole, have been brighter and more attractive this year than in any previous.

The hardwaremen of Canada have not been asleep at the switch. They had many opportunities to reach out for new business during 1915, and in the majority of cases they reached out and secured a good share. The fall and winter trade has been exceptionally good. There is little or no unemployment in Canada.

Many manufacturers are running their plants night and day on war orders. There has been during the past few weeks a considerably improved demand for metals for domestic purposes and this can be taken as an encouraging sign.

As a result of the war a number of

(Continued on page 54.)

Trade Revival in Western Canada

Large Winnipeg Jobber Says That 1916 Will be a Hummer—December one of the Healthiest Months for Year's Past—Spirit of Optimism Returns, And Big Things Looked For—Selling Hardware for Repair Work.

ALL indications point to a tremendous revival in business west of Winnipeg. Considerable theorizing has been done during the past few months, arguments being based on the big crop, but every man was "from Missouri," and required to be shown. It is now easy to show. Most people will concede that if the people of Western Canada are buying hardware, groceries, and dry goods to an extent unknown in that part of the Dominion since the outbreak of war, the outlook is certainly a bright one. It is possible to go further than that. Not only are the people of the West buying necessities of life, they are going extensively into luxuries. In the hardware trade it takes the form of sporting goods, cutlery, and Christmas supplies.

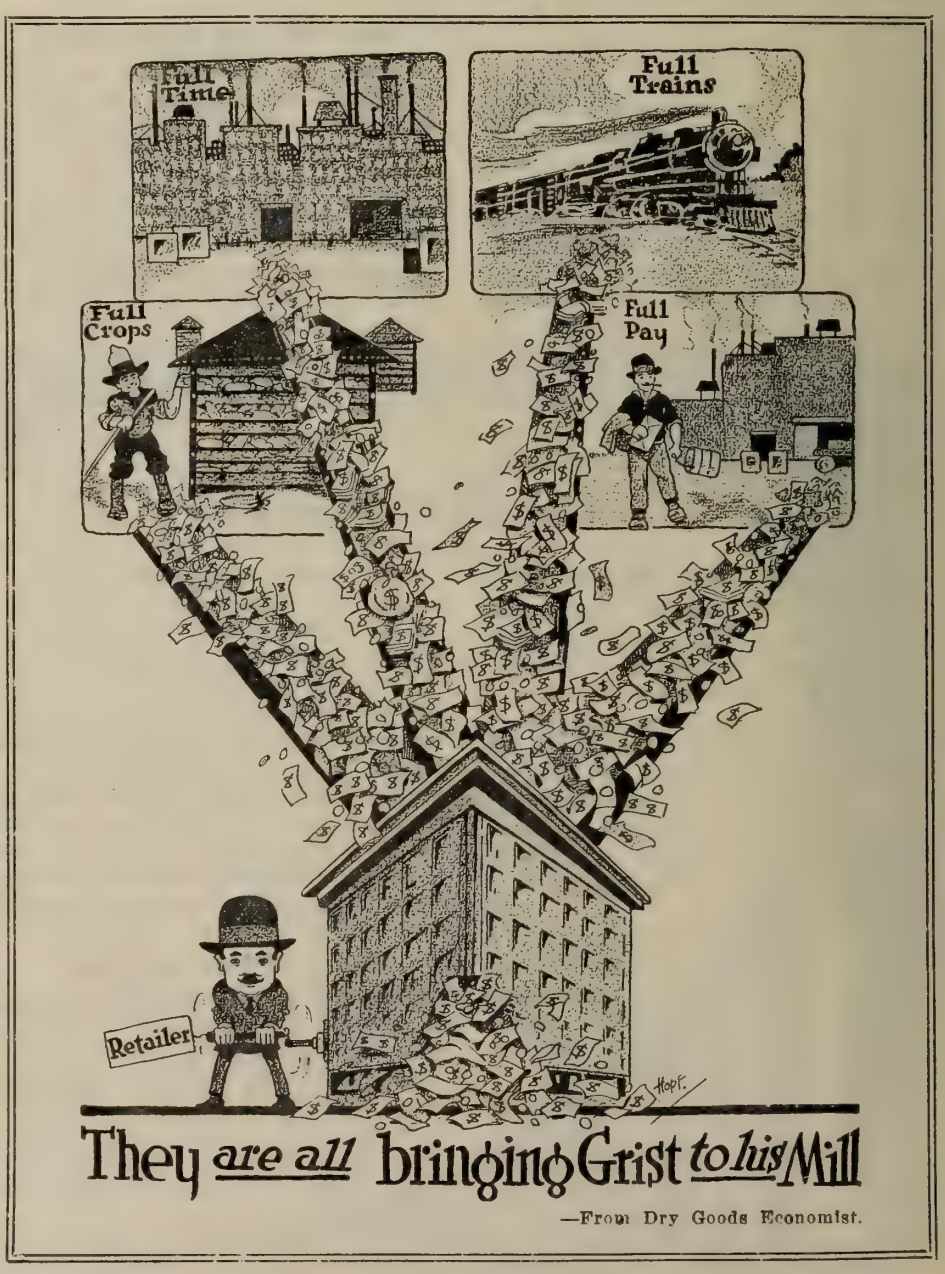
Sporting goods are exceedingly active, which is the best indication one could have of a return to normal conditions. When the war broke out, the sporting goods trade went dead, and since that time the public have either been doing without this line altogether, or have been making the best possible use of what they had. It is inconceivable that a man, when conditions were as they have been during the past eighteen months, should spend money on a gun, say, if he had on old one that could be used. To-day the Westerner has money for the necessities of life, as well as for the pleasures, and he is buying sporting goods freely. This is made evident by the fact that the jobbers of the West are rushed with orders in this department. And the hardware retailer would be the last man to buy sporting goods if the demand were not there, for it does not take him long to tie up a lot of money in such goods; and if he is not selling them, they very soon become dead stock.

1916 to be a Hummer

However, this does not apply only to the sporting goods line. One of the largest hardware jobbers in the West states that every department in the house is busy, which is very unusual at this time of the year. One of the head men of this concern, speaking to the Western representative of Hardware and Metal, used the following words: "We believe that 1916 is going to be a hummer. We venture to say that this December is the healthiest our business has experienced since we went into business. We do not pretend to be prophets, but we do say this: that there is every indication of a big revival in trade. Everything is moving, with the exception, perhaps, of building supplies required in the large cities. We are busy from the top floor to the basement, and it stands to reason that if we are busy, other houses are busy too. As we ship only to the West, it is easy to see that conditions generally in the West are exceptionally good. During the past four or five months, something has come back to the West which has been lacking for two years—a spirit of optimism.

New Conditions This Year

"Collections and business are both good; that's the Western situation as far as we are concerned in a nutshell. And they are going to keep good. In former years the crop has come and been rushed through; the money came with a rush and disappeared as quickly; before we knew where we were, the whole thing was over. This year everything is different. Farmers have got lots of money, and they are threshing all over the country, and trying to get cars to move the grain. This means that they are buying



hardware at a time when, in former years, things were quiet. Naturally, at this time of the year, retailers' stocks had become depleted, and they are coming into the market with a rush.

Hardware for Repair Work

"Builders' supplies are moving fairly well, but these are being bought by the farmers for repair work more than by builders for construction work. It is not the cities of the West which are playing a part in this revival of trade; it is the country which is the great factor. The farmers have got to keep their barns and other outhouses in shape; consequently nails and other supplies are moving out steadily. It is not a colossal movement, but they are moving satisfactorily. We do not look for a resumption of building in the West on a large scale until the spring, and it may not come until the tide of immigration turns this way again."

Another View of the Situation

The general manager of another large Winnipeg jobbing house corroborated the above statement, and added that he expected business would be spread right over the winter months, and that merchants at local points especially expected good business right through in view of the large amount of grain still to be marketed. At one point on the C. N. R. Goose Lake line, where they were expecting 1,500 cars to ship their grain, they had until recently only received 60 cars.

H. M. Klassen, Herbert, Sask., who was in Winnipeg on a buying trip last week, reported that they were expecting 3,000 cars in their town, and at the time he left, had only received 1,500. Furthermore, they had not yet finished threshing. The town of Herbert claims up to date to have shipped more wheat than any other point in Saskatchewan, so that it can easily be gathered that the amount of grain to be shipped throughout the coming season will be enormous.

Some idea of the increase in grain production in the West can be gathered when it is stated that last year at Herbert only 30 cars were raised, which was all taken by the local mill. This year there are 3,000 cars, and as each car is worth $1,000, it can easily be seen that there will be considerable money in the town of Herbert for some months to come.

The above firm of hardware jobbers anticipate that next spring will be the heaviest they have experienced for years especially at country points. At certain places where the crop has been poor in previous years, farmers have had to economize, but now that they have had a big crop, they are able to buy things which they formerly had to deny themselves. Consequently, the demand for hardware is expected to be very general.

An example might be given of how big the crop in the West has been this year. A farmer in Southern Manitoba, who has been paying for his farm in crop payments, for the last two years was not able to pay his rents. Last spring the owner had to furnish him with $700 to buy seed grain. This year he has harvested 50,000 bushels of wheat, paid off all back debts, paid for his seed grain, and made all other current payments. He has grown enough grain on the cultivated portion of the farm to pay for the whole farm, if he had not had other payments to meet. On this particular farm the crop was 30 bushels to the acre, which is almost phenomenal. The average for this year in Manitoba was 27 bushels, whereas the average for this province in former years has been 15 bushels to the acre.

Business on Solid Basis

The real estate game in the West has been knocked into a cocked hat, and business is now down to a solid basis. The banks have been holding on tight to their money, and, while they are not letting much of it out, are willing now to do so for legitimate business. Farmers are paying their debts to local storekeepers, who have carried them through the period of depression, and who in turn are paying the wholesaler, and are now in a position to replenish their stocks. That, in a nutshell, is the reason for the present commercial prosperity.

M. O. Houses Busy

It is only natural that the mail order houses of Winnipeg and Eastern Canada should have realized the situation quickly, and are taking strong measures to cope with the demand. The merchant in the country, having exercised extreme care in his buying, finds himself without the goods, and is ordering for immediate shipment in a manner the like of which Eastern houses cannot remember. In spite of this, merchants' stock are in many cases not big enough to meet the

(Continued on page 54.)

Contest Closes Dec. 31

Hardware and Metal's annual window display will close on Friday, December 31. No photos will be received after that date unless there is proof that they have been delayed in transit. A number of entries have already arrived at the office of Hardware and Metal. There will be a flood of entries during the next few days. Are you going to enter?

In accordance with past custom, two contests are being conducted this year—one for stores in places under 5,000 population; and the other for places of 5,000 and over, no restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Contestants will note that an equal number of prizes are offered to the small-town window trimmer as to those in the larger towns and cities. Eight prizes are offered as follows:

PLACES OF 5,000 AND OVER

First Prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

PLACES UNDER 5,000

First prize	$10.00
Second Prize	5.00
Third Prize	3.00
Fourth Prize	2.00

An announcement of the prize winners will be made early in the New Year. Hardware and Metal's annual contest has become an event of wide interest for all Canadian retail hardwaremen interested in hardware window-trimming. In past years the contest has been a huge success. This year's contest promises to be one of the most successful ever conducted by Hardware and Metal.

All matter should be addressed to "The Editor, Hardware and Metal, 143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, DECEMBER 25, 1915 No. 52

CHRISTMAS GREETINGS

THE date of publication of this issue of HARDWARE AND METAL falls on the one day of the year when sorrow is forgotten in thanksgiving, when selfish ways are forgotten, when the hearts of men are hallowed anew and when the people throughout all lands joyously acclaim the birth of Christ. The tongues of a thousand pealing bells, the music of the choirs, and the early morning footsteps of the little children will scatter the news that the day has dawned—the multitudes will celebrate.

Christmas looms up as a blessed relief, something to take one's thoughts away from the grim realities of racial strife which have been constantly before us during the past year, and yet, there is bound to be an all-pervading sorrow over the European tragedy. Many of Canada's finest men will spend Christmas in the trenches. Not a few of them are from the ranks of the hardware fraternity. They have not been forgotten. All that is possible has been done to make their Christmas as happy as possible under trying conditions. The best wishes of the whole trade are extended to them and to their comrades.

Never was good-will so hearty as that which we all extend to our own boys and to those of our gallant Allies at the front.

This is the second Yuletide which we shall spend under the shadow of the war. In some ways we stand where we stood last year. In other ways we have moved forward. Except for the sorrow caused by the war there is no reason for Canadians to find less pleasure in the Christmas festivities than last year.

It is indicative of the splendid feeling in Canada that preparations for Yuletide have gone on almost as though nothing untoward were happening in other parts of the world. There has been a better all-round and more confident feeling than existed last year. Business is improving, and gift-buying has been done on a larger scale than last year. The limit of possible depression has been gauged and the outlook for the future, at the present time, is brighter than it has been at any time since the outbreak of the war.

That every hardwareman will find abounding reasons for a pleasant Christmas, that every heart may be glad, and that the Christmas spirit will pervade every home is the sincere wish of the editors of HARDWARE AND METAL.

THE CHRISTMAS WINDOW CONTEST

FOR some weeks past announcements giving details regarding HARDWARE AND METAL'S annual Christmas window display contest, have been appearing in this paper. We expect that the entries this year will be more numerous than in any past year, although it must be admitted that the interest taken in last year's contest was far in excess of our expectations. Despite the fact that a state of war existed, the window displays submitted in last year's contest were of a higher order than those submitted in any previous contest. With each succeeding year the contest has grown in popularity, and entries have been made from all parts of Canada. Although the contest closes on December 31, there is still time for those who have not yet sent in displays. Many of the finest window displays which appear, are arranged during the week preceding Christmas. Many of these displays are allowed to run until New Year's. This is the final announcement. The contest closes on the last day of the year. Why not enter the contest? Why not be one of the eight cash prize winners?

In order that the window trimmers in the smaller centres may not have to compete with those in the larger centres, the contest is divided into two sections. Places of 5,000 population and over, and places under 5,000. The judges, as in past years, will be competent men who will extend fair treatment to all.

STEEL MARKET QUIETING DOWN

FOR some time past Canadian hardware merchants have been following changing conditions in the steel trades with a feeling of expectant uncertainty. Prices on finished and semi-finished steel products have been advancing by leaps and bounds. Each week, for many weeks past, we have reported price changes on many lines of iron and steel goods, and the end is not yet in sight.

The withdrawal of one large steel company from the Canadian market some weeks ago caused a flurry of excitement throughout the trade and caused many anxious inquiries to be made regarding the future of the steel market.

A report by the *American Metal Market* this week from the Pittsburg office states that the steel market is certainly quieting down if one measures the situation by the volume of new business placed. The market has been sold to a standstill, the mills having very little unsold capacity for the period for which they are willing to commit themselves. Except on specific jobs they do not care to enter any business that would involve delivery after July 1, 1916. In some departments they are already sold up beyond that date, taking into account specifications and orders on hand together with specifications due later on open contracts.

Doubtless with prices advancing so rapidly and the news well disseminated that the mills were very well filled with business, every buyer who had prospects of requiring steel in anything like the near future has tried in the past few weeks to get under cover, and naturally there ought to be less buying pressure by this time, particularly so since this is not the time of year when strictly new projects come up in large volumes. It is significant, however, that structural lettings last month are reported at 105% of the fabricating capacity for a month, or 19% more than in the best month since the war started, that month having been last July. It is quite abnormal for an increase to occur at this time of year, but the report confirms statements made in Pittsburg steel circles a few weeks ago, and reported at the time, that there was a large increase in the amount of structural steel business in sight. There will presumably be further heavy lettings if buyers do not balk at the prices demanded.

Except for the personally conducted movement of war material for the Allies, export shipments of steel from the mills are now practically shut off. Steel production is maintained just the same, correspondingly more steel being shipped to the domestic trade, where the additional steel seems to be entirely welcome.

It is doubtful whether the extent of the domestic demand, as compared with the war demand, is fully realized by the iron and steel public. For many months, as the steel trade was improving, one heard the opinion vouchsafed by the wiseacres that "it's all the war demand," but no such condition obtains at present. Witness the October export statistics, the direct exports representing about 300,000 tons of finished steel or about 3,600,000 tons a year, while all the finished steel involved in indirect exports could not possibly be estimated at as much, so that the total involved in all exports, whether war or peace, for belligerents or neutral countries, was not in October running at the rate of 25% of the total production, for the country was making finished steel at the rate of 28,000,000 tons a year.

Furthermore, it is to be noted that the freight blockade has changed conditions further since October. Undoubtedly the mills are shipping less steel for export this month than they were in October. It is not a question of what is being moved out of the country this month, but of what is not being shipped from mills, the mill shipments to the strictly domestic trade being correspondingly increased. Very likely the mill shipments of finished steel this month will be 80% or more for strictly domestic consumption, and 20% or less for export, direct or indirect.

TAX ON STOCK FOODS

QUITE recently a merchant was fined for not properly carrying out the provisions of the war tax which went into effect in April last. The merchant neglected to place a war tax stamp on a package of medicated stock food. HARDWARE AND METAL has referred to this tax on a number of occasions, but we would again remind our readers that stock foods, if medicated, and other articles, such as animal regulators, lice killers, heave cure, etc., must have war tax stamps of the requisite value mentioned in the Schedule of the Act, affixed to each package by the dealer, and cancelled, at or before the time of sale to the consumer. Thus it will be necessary for the dealer to attach stamps equivalent to 4% of the selling price of the goods—a dollar package of medicated stock food would require stamps to the value of four cents—a twenty-five cent package requires a one-cent stamp.

MAIL ORDER HOUSES BUSY

REPORTS received by HARDWARE AND METAL indicate that the mail order departments of catalogue houses are securing a large volume of trade from Canadian farmers, who are now spending the proceeds of the wonderful 1915 harvest.

What is the retail dealer doing about this? Why should so much money be sent from outside communities, impoverishing them greatly, to be localized in the big centres? While the retailer of course is not to be blamed for all of this, he certainly could prevent a great deal of this business going to the mail order houses.

What appears to be needed is more co-operation between merchants and farmers, so that the latter's wants will be better understood. One retailer can do nothing. If everyone of the thousands of retailers in the country, started out with the endeavor to study his customers carefully, to determine their wants, their likes and dislikes, and succeeded in keeping $500 or $1,000 each year of this money that goes to the mail order houses, in their home town, the mail order houses would very soon be feeling the pinch.

Trying To Tax Mail Order Houses

Effort Being Made to Make U. S. Mail Order Houses Pay a Tax—Parcel Post Involved—Efforts Will be Closely Watched by Canadian Retailers—Does Canadian System Pay?

A UNITED STATES contemporary in a recent issue gave some interesting data regarding a whirlwind campaign which has been undertaken to compel mail order houses to bear a share of the burden of supporting the Federal Government, by returning to the Treasury in the form of a tax a small part of the gigantic bonuses they have received through the operation of parcel post and rural free delivery.

On the first day of the session of Congress three members introduced similar bills imposing a tax of 2 per cent. on the total cash value of all goods sold and shipped from one State to another. Transactions within a State do not come within the scope of a Federal statute.

Other Taxes Proposed

Congress is proposing to tax the incomes of small business men, clerks holding responsible positions. President Wilson has recommended a tax of 50 cents per horse-power on the gasoline engines used mostly by the farmers. The President also suggests a tax of 25 cents per ton on the pig iron made by the small merchant furnaces throughout the country, while the big steel works, which makes its products by continuous processes, will probably escape the tax.

If the President has his way, hardware merchants will have to figure on an crease due to the imposition of a tax of 25c per ton on manufactures of iron and steel superimposed upon the pig iron tax.

"Why not," states our contemporary, "a tax on the mail order houses? Uncle Sam has presented them with many millions of dollars during the past two years in the form of reduced postage rates via parcel post. Is it not time they came across with a modest little 2 per cent.?"

Canadians Interested

Hardware and other merchants throughout Canada will watch with interest the efforts which are being made to tax the mail order houses of the United States.

Mail order houses on a large scale originated in the United States, and were later introduced into Canada. The parcel post system was introduced in the United States, and a system modeled on similar lines was later introduced into Canada.

The merchants of the United States are evidently finding out that the mail order houses of the United States are the only ones who are making money out of the parcel post system.

Report Shows Deficit

The Postmaster-General's report recently issued shows that instead of producing a surplus of $3,000,000, as in each of the two preceding years, the postal service for the fiscal year ending June 30, 1915, incurred a deficit of $11,333,-309.97. This is said to be the largest shortage in a quarter of a century, with the exception of two or three years, when it is claimed the postal revenues were looted through the reckless extension of rural free delivery service. The American paper states:

"The Postmaster-General ascribes a part of this deficit to the war and the remainder to 'certain large increases in postal expenditures which were mandatory under the law,' which is probably an euphonious way of describing the outgo on account of parcel post. In the same breath he states that the decrease in receipts for the year 1915, as compared with 1914, was only $686,400. Ascribing this small decrease, amounting to less than one-fourth of 1 per cent., wholly to the European war—for certainly no part of the increase in gross expenditures can be accounted for by a shrinkage in receipts — it would appear that nearly $11,-000,000 of the big deficit must be charged to the parcel post."

Does Canadian System Pay?

The turn of affairs in the United States naturally causes Canadians to wonder whether or not the parcel post in Canada pays.

Hardware and Metal stated editorially on Oct. 9 of this year:

PROVISIONS OF FIRST U.S. CATALOGUE HOUSE BILL

Be it enacted, that all persons, firms, or corporations in the United States which are now conducting, or which may hereafter conduct, an interstate mail order business for the purpose of selling goods, wares, and merchandise direct to the consumer shall pay a tax of 2 per cent. upon the total cash value of all goods, wares, and merchandise sold within any state.

Sec. 2. That every person, firm, or corporation conducting a mail order business as defined in section one of this Act shall keep in proper books, to be provided by the Secretary of the Treasury of the United States, an accurate and complete account of all good, wares, and merchandise of every character and description so sold, together with the actual selling price of the same.

Sec. 3. That on the thirty-first day of December, after the passage of this Act, and on the thirty-first day of December of each succeeding year, every person, firm, or corporation engaged in such business shall render a full and complete statement to the Secretary of the Treasury, upon blanks to be funished by him, of the total cash value of all goods, wares, and merchandise sold during the year in the various States of the United States.

Sec. 4. That the Secretary of the Treasury shall determine the amount of the tax to be paid by each person, firm, or corporation (at the rate of 2 per cent. upon the total cash value of all goods, wares, and merchandise sold within any State) engaged in such mail order business, and shall give notice of the amount of said tax due and payable, pursuant to the terms of this Act in such manner as in his judgment is most practicable.

Sec. 5. That every person, firm, or corporation subject to said tax under the provisions of this Act shall pay said tax on or before March 1 of each year and every year after this Act shall become a law.

Sec. 6. That the Federal courts of the United States shall have power to enforce the collection of said tax upon the application of the Secretary of the Treasury.

Sec. 7. That the Secretary of the Treasury shall apportion said tax among the several States in the ratio of the actual amounts of goods sold in each State.

Sec. 8. That the tax so apportioned shall be paid by the Secretary of the Treasury to the various State treasurers entitled thereto; said tax to be used for the construction and maintenance of public roads, under such rules and regulations as the said States may by law direct.

"In a recent issue of a Toronto daily paper an item referring to Canada's parcel post system appeared as follows:

"People have no idea how easily and cheaply parcels can be sent by parcel post in Canada," said C. Gleeson, of Winnipeg, who has practically the jurisdiction of the whole parcel post system from Ottawa to Dawson City.

"The department stores are about the only institutions that are really making a thorough use of the system, and they do so because it pays." Mr. Gleeson stated that the small parcels from six pounds down were most frequently sent. The maximum limit is 11 pounds in size up to 2 feet 8 inches by 3 feet 6 inches.

Here is an admission from the post office officials that the parcel post system is a failure. Last year the then Postmaster-General, L. P. Pelletier, in arguing for increased revenue for his department, stated that the parcel post was not yet paying its way.

The Bill establishing it was forced through Parliament after many setbacks; the fight extending over a number of years. It was strongly opposed by the business press of the country which showed that it was of value only to a few big stores in Montreal, Toronto and Winnipeg, and that it would build up these cities at the expense of the other centres and particularly the small towns and villages, which are so essential to satisfactory rural conditions. The Post Office officials and others promoting the Bill finally overcame the opposition by representing that under the zone system the proposed parcel post system would be of no value to the big departmental stores; that it was really in the interests of the smaller cities and towns.

The Bill was based on one adopted by the United States, but neither there or here has the zone system been found of value to the public at large. Instead the big mail order houses send their goods and catalogues by express to post offices in zone centres from where they are distributed at a lower rate than the efficiently managed express companies can afford to carry them. It is apparently not paying in the States. A representative of one of the largest mail order houses in Chicago volunteered the information recently that the system was a great advantage to them, but some day the country would employ a good cost accountaant who would discover that the business was being done at a heavy loss; that the country was paying much more to carry the parcels than they received from the shippers.

The present parcel post system is clearly transferring the business of centres to a few big cities, and if this business is being done at a loss, it is up to the government and M.P.'s outside the big cities to deal with this matter. If these are the facts, as they undoubtedly are, in these times of heavy and increasing taxation, it would be a great public economy to abandon the present parcel post system entirely and establish one on a self-sustaining basis.

Mail Order Houses Benefit

There is a feeling throughout the retail trade of Canada that the large mail order houses are the chief benefactors as a result of the parcel post system, and, largely at the expense of the tax-paying public.

It is time that some statement should be forthcoming regarding the failure or success of the Canadian parcel post system.

If the Canadian mail order houses are making money at the expense of others the injustice should be remedied.

Provisions of U.S. First Catalogue House Bill

The provisions of the first catalogue house bill of the United States, proposed by Representative Robert, and which is typical of the three measures, are shown in the panel accompanying this article.

The American contemporary in referring to Postmaster Burleson's parcel post policy states as follows:—

"The further extension of the parcel post in various directions is foreshadowed in Mr. Burleson's closing remarks on the subject, which should be carefully read "between the lines." He says:

"The Congress charged the Postmaster-General with the duty of administering the parcel post law in the interest of the public, and it is the desire to make this service of the greatest possible benefit to the people and at the same time render it at the lowest possible cost. As a governmental function the facilities must be extended to the unprofitable as well as the profitable territory, as the government must serve all the people; also, in fixing the rates and promulgating the regulations, no charge should be superimposed for taxation, but the service as a whole should be self-supporting, as the law directs. By following this policy the parcel post will meet the needs of the public and at the same time fulfill the purpose for which the law was enacted."

It is safe to say that in view of the deficit, amounting to nearly a million dollars a month, which accrued during 1915, the mail order houses cannot complain that any charge upon their merchandise has been "superimposed for taxation." It would be interesting, however, to have a somewhat detailed exposition from the Postmaster General's facile pen as to how he conceives he has made the service "self-supporting, as the law directs."

GREAT SUCCESS OF HOLMAN DAY

Summerside Firm Ran Special Train on Sale Day—Huge Crowds Attended—Biggest Day in 58 Years of Business

R. T. HOLMAN, Limited, Summerside, P.E.I., recently celebrated "Holman Day," and demonstrated that one firm can make a success of an event of this kind, provided the proper methods are adopted.

A press report from Summerside, referring to the day stated: "Unquestionably the largest crowd of people ever seen in Summerside, except possibly on Exhibition days, was that which was attracted to town by the advertisements of Holman Day. The special train from the West was crowded with people all the way from Tignish, as well as from intermediate points, while the regular trains from east and west were filled to capacity. Needless to say, Holman's store and warehouses were filled all day, and probably more customers were waited on and more goods delivered than on any other day in the history of the store. While Holman's was the centre of attraction, other business houses shared in the benefits, and both citizens and merchants are loud in their commendation of the enterprise that made such a big day for the whole town. The record attendance is a distinct compliment to the Messrs. Holman, Limited, and an evidence of the faith the people have in their advertisements."

In a letter to Hardware and Metal, the manager of the advertising department of R. T. Holman, Ltd., stated as follows: "All the regular trains to the town were crowded. The special train was crowded to the last step on the platform. People drove to the town by thousands.

"It was the biggest day in our 58 years of business, and even then we could not handle much more than half the people who came to the store, and consequently the other stores in the town did well also. It was the biggest day in the history of the town. More goods were bought and more goods left the town than on any day on record. We consider this phenomenal in view of the fact that we did it all single-handed.

"We pulled off an event some weeks previously called "Dollar Day," which is probably an over-worked term in some centres. We invited our competitors in the town to co-operate with us in boosting it generally for the town. They did not see their way clear to do this, and we went at it alone. We met with such excellent success that we were encouraged to put on "Holman Day" a short time following.

(Continued on page 51.)

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—The Indispensable Man—Buying vs. Salesmanship—Pig Iron for Next Year—Shortage of Metal Toys

THE INDISPENSABLE MAN

From the Ironmonger.

THE London Chamber of Commerce has issued copies of correspondence which has passed between Lord Derby and the Secretary, chiefly in respect of the suggestion that employers should further substitute female for male labor and the question of what constitutes an "indispensable" employee. The Chamber of Commerce has collected information from 735 firms in London, which shows that approximately 50 per cent. of the men in their employ have already enlisted, while many firms have expressed themselves willing to release others provided absolutely indispensable men can be retained or kept in reserve until the latest possible moment. There has also been issued a report of the Committee appointed by the Home Secretary to consider the conditions of the retail trade in relation to further enlistment. The Committee found that in certain trades, including ironmongery and furnishing, where physical strength is a consideration, the number of women already employed cannot be largely increased. Inquiry shows that 85,591 firms in the retail trades are still employing 123,739 men of military age, of whom it is estimated that 34,000 might be released. The report also suggests that the proposal to introduce a system of joint delivery of goods at fixed times in each district has not been favorably received by shopkeepers, the objection being that the department stores will take advantage of the curtailment of service to attract customers from the smaller shopkeepers.

* * *

BUYING VS. SALESMANSHIP

From the National Bulletin.

YOU have heard of Forest Crissey. He is a well-known writer whose stories touching retail problems appear frequently in the popular magazines.

He has some good ideas on retail questions, and in a recent article he discusses the business of buying and agrees that buymanship is just as important as salesmanship. His logic is good. We believe his views are correct.

We have recognized for some time that salesmanship has been overworked to the point where it has added something to wholesale prices. This places those who are obliged to carry it at a serious disadvantage when brought into competition with those who, through quantity purchases or their skill as buyers, are able to exact prices which do not carry this superfluous increment.

We are using the term "superfluous" advisedly.

An employer of travelling salesmen in speaking of small territories and weekly trips recently said: "It is my judgment that this is entirely unnecessary and adds to the expense of doing business without the proper return."

We will not enter into details as to what brought this about. It is explained in one word—competition.

The retailer himself can largely remedy this trade evil by becoming a better buyer.

Matching wits is not buymanship. The salesman will beat you at this game practically every time. Nothing will take the place of a knowledge of market prices and the goods.

The salesman who simply drops in, jots down your order and mails it in to his house is rendering you an unnecessary service. Your stenographer could do the same work at much less expense.

But the salesman who comes to you with live ideas, who has a knowledge of new and profitable lines, who can get you the goods you need, who in reality collaborates with you in keeping up a live stock of goods, is a useful adjunct to your business.

You are working together, but he is a seller and you are a buyer, so some of your objectives are different. He may be ever so good a salesman and do his part most creditably, but he cannot lift certain of your own responsibilities.

To be able to forecast and interpret business conditions so that one can have the right goods when he needs them, in right quantities and at the right price, is an art calling for ability of a high order.

* * *

PIG IRON FOR NEXT YEAR

From Iron Trade Review.

CONSUMERS of pig iron are endeavoring to sound the market for delivery during the last half of next year, but furnaces as a rule as not encouraging the placing of business so far ahead. A few furnaces are willing to quote the same prices for the last half of next year as have been named for the first half, but others are quoting an advance of about $1 a ton, or are refusing to quote at all.

Plates are very strong and one leading eastern Pennsylvania company has practically withdrawn from the market. Iron ore sales are being made rapidly and the advance of 75 cents per ton announced last week has been favorably received by buyers.

The recent order of the Government of Great Britain preventing the importation of machine tools into the Kingdom except under governmental regulations is believed to be merely an attempt of England to regulate sales and prices.

* * *

SHORTAGE OF METAL TOYS

From Weekly Report, Department of Trade and Commerce.

THE stoppage of the supplies of toys received in normal times from Germany led some of the large London wholesalers to despatch buying representatives to North America, and it is stated that both the United States and Canada have been thoroughly scoured for certain classes of goods, in some cases with success and in other cases the reverse. At the present time the shortage in the supply is confined chiefly to mechanical novelties, metal goods and dolls. There is no dearth of the large wooden toys, such as rocking horses and similar lines; in fact, dealers are able to secure all they require of this kind of toy from English manufacturers who have lately gone more extensively into the manufacture of same. Another factor, which, it appears, would preclude any extensive export of large wooden toys from Canada at the present time is the high shipping freights ruling, as toys of this kind are not compact; on the contrary they take up much space, thus adding to the cost of transit.

Sheet Metal Workers' Course

By Chas. Sievers

IN this article is shown how to develop a pattern plate, from which five different elbows may be made—namely, 2-piece, 90 degrees; 2-piece, 70 degrees; 3-piece, 90 degrees; 4-piece, 90 degrees, and 6-piece, 90 degrees.

The two-piece 90-degree elbow being actually cut out, whereas the others are punched. The best way to develop this plate is to take a piece of white cardboard and use a lead pencil; next make a plan, as shown, of whatever size of elbow required. Then divide off the circle as shown at 1, 2, 3, 4, 5, 6, 7, 8, 9, and draw dotted lines downward from these points. Next rule off the base line, which must be as far away from the plan as necessary. Then develop the two-piece 90-degree pattern first by following out the rules laid down in previous articles. After this pattern has been developed, erase the mitre line and divide off the arc in two from base line to 70 degrees, giving a mitre of 35 degrees. This is then marked off at each point where the dotted lines cross the mitre, and each point is carried along to its respective dotted line described by the stretchout measurements. The first to be marked off being the highest point on the mitre to 9, the next to 8, 8, the next to 7, 7, aniidi so on until all points have been used. Then erase the mitre line, as was done before, and repeat these operations, until all the patterns have been developed. Next lay the cardboard over a sheet of galvanized iron, or any other sheet iron which is to be used and cut out the 2-piece 90-degree pattern, beginning at A, or if it is desired to leave the sheet square, then simply punch each point, as shown in the case of the lower patterns B, C, D, E, all of which will only require one plate. It must not be overlooked that no allowance has been made for seams, therefore whatever size of seam is required must be added on to the pattern. The reader will note every pattern shown in these articles is the same radius, and it may be necessary to increase the radius of an elbow. This is done by simply increasing the length from the curves of the pattern to the

(Continued on page 47.)

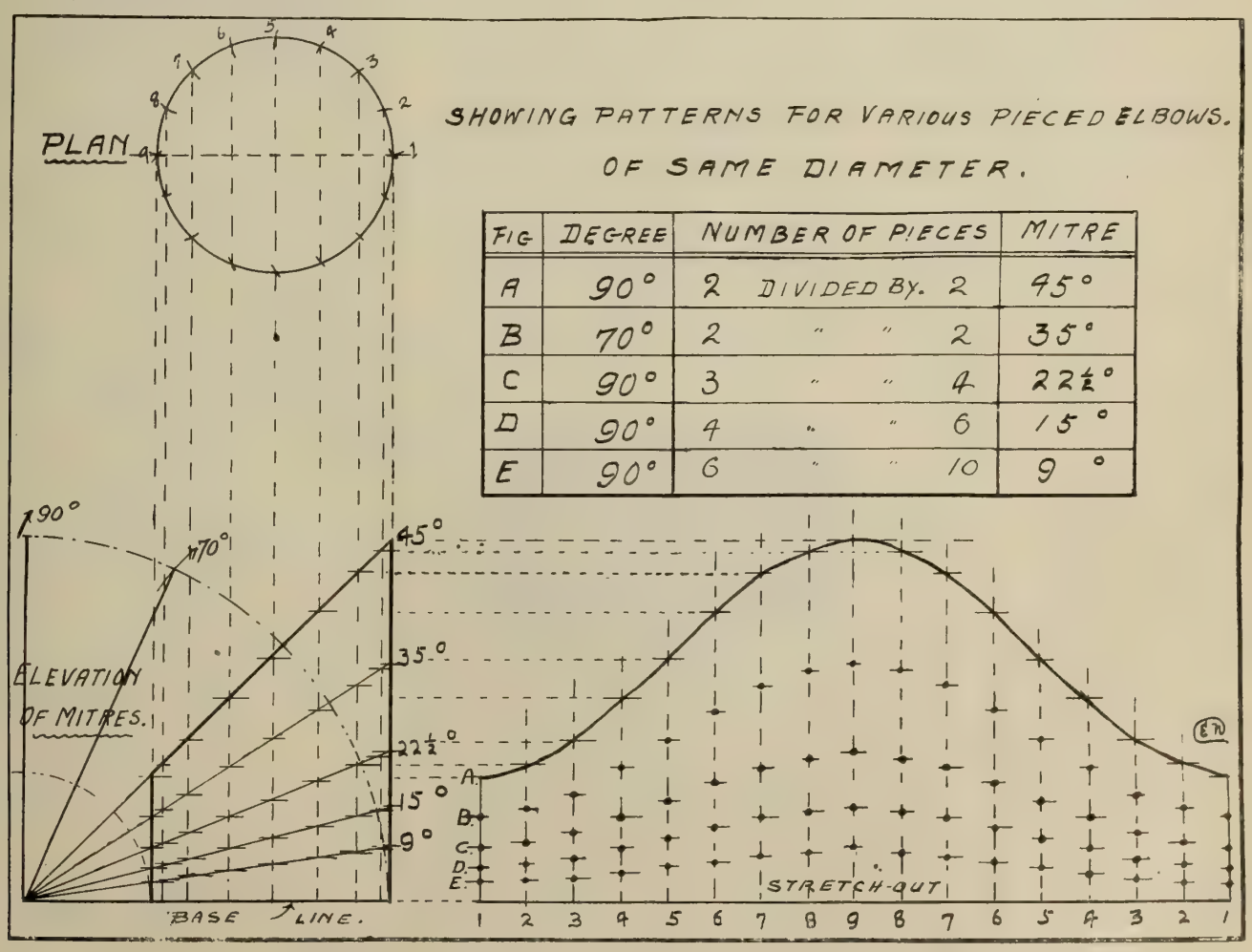


FIG.	DEGREE	NUMBER OF PIECES	MITRE
A	90°	2 DIVIDED BY. 2	45°
B	70°	2 " " 2	35°
C	90°	3 " " 4	22½°
D	90°	4 " " 6	15°
E	90°	6 " " 10	9°

THE JUNIOR CLERK'S PAGE

Splendid Living, But Poor Life

We Rise or Fall by Our Ideals—Red Letter Men of the World Have High Ideals—The Measure of a Successful Man

By DR. ORISON SWETT MARDEN

WRAPPED up in every human being there are divine energies which, if given proper direction, will develop the ideal from stage to stage. Who sees a sculptor at work upon a block of marble sees what appears to be only a mechanical performance. But, out of sight in the sculptor's brain, there is a quiet presence we do not perceive; and every movement of the hand is impelled by that shining thought within the brain. That presence is the ideal. Without it he would be a mason; through it he becomes an artist.

"The ideal is the real." By it we shape our lives as the sculptor shapes the image from the rough marble. External means alone will not accomplish this. You must lay hold of eternal principles, of the everlasting varieties, or you never can approach your ideal. Your first advance toward it lies in what you are doing now, in what you are thinking. Not on some far-off height, in some distant scene, or fabled land, where longing without endeavor is magically satisfied, will we carve out the ideal that haunts our souls, but "here and now in this poor, mean Actual, here or nowhere is our ideal!"

In the humble valley, on the boundless prairie, on the farm, on sea or land, in workshop, store, or office, wherever there is honest work for the hand and brain of man to do,—within the circumscribed limits of our daily duties, is the field wherein the outworking of our ideal must be wrought.

The great curse of the average person is commonness, the lack of aspiring ideals. There are thousands of farmers who never get above oxen and wheat, of doctors who never become superior to prescriptions and diseases, of lawyers who never wholly subordinate their briefs. The ideals of the masses rarely rise out of mediocrity. Most of us live in the basement of our lives, while the upper stories are all unused. Millions of human beings never get out of the kitchen of their existence. We need aspiration and great thought-models to lift us.

The Creator has whispered into the ear of all existence, "Look up." There is potential celestial gravitation in every mortal. There is a spiritual hunger in humanity, which, if fed and nourished, will lead to the upbuilding and developing of great souls. There is a latent divinity in every son of Adam, which must be aroused before there can be any great progress in individual uplift.

In a factory where mariners' compasses are made before the needles are magnetized, they will lie in any position, but when once touched by the mighty magnet, once electrified by that mysterious power, they ever afterwards point only in one direction. Many a young life lies listless, purposeless, until touched by the Divine magnet, after which, if it nourishes its aspirations, it always points to the north star of its hope and its ideal.

Every faintest aspiration that springs up in our heart is a seed within us which will grow and develop into rich beauty if only it be fed, encouraged. The better things do not grow either in material or mental soil without care and nourishment. Only weeds, briers, and noxious plants thrive easily.

The aspiration that is not translated into active effort will die, just as any power or function that is not used will atrophy or disappear. The ostrich, naturalists say, once had wonderful wings, but not caring to use them, preferring to walk on the earth rather than mount in the air, it practically lost its wings, their strength passing into its legs. The giraffe probably once had only an ordinary neck, like other animals, but being long used to reach up to gather its food from the branches of trees, it lifted its body in the upward direction until it is now the tallest of all animals, its elongated neck enabling it to gather the leaves from lofty trees.

Something like this takes place continually in human lives. We rise or fall by our ideals, by our pursuit or our disregard of them. The majority of us make bungling work of our living. We spend much precious time and effort catering to the desires of our animal natures, and live chiefly along the lines of life's lower aims and opportunities when we might be soaring.

Everywhere we see men making a splendid living, but a very poor life; succeeding in their vocations but failing as men, swerving from their own highest ideals for the sake of making a little more money. On every hand we see people sacrificing the higher to the lower, dwarfing the best in them for a superficial, material advantage, selling the birthright of the soul's ideal for a mess of pottage.

Yet the ideal is indeed the "pearl of great price," in the balance with which "all that a man hath" besides is as nothing. The red letter men of the world have always been men of high ideals to which they were ever loyal, men who have said "this one thing I

(Con. on page 54.)

CONFIDENCE

The following verses were read by Robt. Bremner at the recent convention of the traveling staff of the Canada Paint Co., Montreal.

I know a man who hunts for snakes, and kills them for their grease.
He says 'twill cure rheumatic aches, and make your anguish cease.
The doctors say that serpent oil no sort of virtue owns;
It will not cure the pains that coil around your joints and bones.
But this old gun who kills the snakes has never had a doubt;
He says all other cures are fakes, when reptile oil's about.
He is so everlasting sure that what he says is true,
That even skeptics buy his "cure," to see what it will do.
And so it keeps him toiling hard, the keen demand to meet,
And he has bought with bullsnake lard a home in Easy Street.

If you believe in what you sell, have faith in what you say,
In that same avenue you'll dwell, upon a future day.
If one is not supremely sure that what he has for sale
Makes all competitors look poor, his eloquence will fail.

A man can sell me setting hens, or swarms of bumble bees,
Or double action fountain pens, or cures for housemaids' knees,
If he's convinced that what he sells beats everything around;
That sort of salesman's wearing bells, wherever he is found.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE UTILITY HEATER

The Hill Pump Valve Co., 18-20 Kinzie street, Chicago, Ill., offers to the trade the Utility Heater for gasoline cars.

The Utility Heater

The makers state that the heater keeps a car heated at comfortable temperature in coldest weather without costing a cent for maintenance.

The Utility Heater is a radiator and footrest combined. It utilizes the hot gases from the engine exhaust. The gases, instead of being wasted, pass through the heater when it is in operation and escape into the air beneath the car. The temperature is kept at the desired point by means of a regulating valve inside the car.

The makers also state that the Utility Heater is simple, ornamental and indestructible. It's an attractive addition to any car. It cannot get out of order. It gives off no obnoxious odors or gases, and cannot burn anything. Can be permanently installed in half an hour by drilling two small holes in floor of tonneau and one in the exhaust pipe ahead of the muffler.

The company also makes the Utility Junior Heater for Ford cars. Complete descriptive matter will be supplied on request.

THE "DAISY" DUSTPAN

The Burrowes Manufacturing Co., 607-611 King street west, Toronto, are making the "Daisy" dustpan, a large, well-made, black japanned dustpan with a long handle, made of No. 9 coppered wire, twisted. With the long-handled pan there is no necessity for bending when sweeping. The long handle enables the sweeper to sweep up all dirt without bending over. The edge fits the floor tightly and all sweepings go into the pan.

When raised, the dust falls into the pocket and the pan can be carried from room to room until all the dust is taken up.

The pan can be sold as a regular stock line or given out as an advertisement. Special prices are given for large lots with an ad stenciled thereon.

NEW ALUMINUM PRODUCTS

Aluminum Sales & Mfg. Co., Inc., Indianapolis, Ind. and New Yorn, N.Y., offer to the trade two new aluminum products in the form of an oval roaster and a collapsible alcohol boiler. The new roaster is made in two sizes and has, the makers state, some decidedly exclusive features. The top of the roaster is designed to insure extreme rigidity and handiness. Because of its indented top, the roaster will fit into small and shallow ovens that will not accommodate the larger styles. The two air vents shown in the top are quickly and easily adjusted to suit the ideas of the housewife. The roasters are made in two sizes, of thick, heavy, 99 per cent. pure aluminum throughout, except for the handles, which are heavy tinned steel.

New Oval Roaster

The collapsible alcohol boiler is a heating device that is said by the makers to be ideal for use about the home and in travelling. It is made of aluminum, light in weight and may be carried in a small space in a suit case or trunk. The handles fold in closely and the stand is nested into the boiler.

The device burns solidified alcohol, thus doing away with the danger of leakage or explosion. The boiler has a capacity of 1½ quarts. Among other new articles recently produced by the company are a milk pail, fry pan, tea pot,

Collapsible Alcohol Stove

round griddle, dish pan, colander. Descriptive matter will be supplied on request.

CATALOGUES AND BOOKLETS

1916 Calendar

The Whitman & Barnes Mfg. Co., St. Catharines, Ont. and Akron, Ohio, has issued an attractive 1916 calendar.

Goodell-Pratt Tools

Three attractive booklets have been issued by the Goodell-Pratt Company, Greenfield, Mass., descriptive of hack saws, bench grinders and hack saws, respectively. Copies for distribution by dealers will be supplied on request.

Lips Safes and Locks

Lips, Limited, London, England, have issued a number of attractively illustrated booklets, featuring security locks, steel safes and doors, safety rack bolts, etc., etc.

One catalogue consisting of 30 pages features cylinder locks in a number of designs required for private houses, offices, factories, shops, etc.

Another booklet issued by Lips, Ltd., gives some details regarding the severe and disastrous fire at the Brussels International Exhibition in 1910, and shows a number of photographs of Lips safes which were removed from the ruins after the fire had burned itself out.

"Ancient Egyptian Locks" is the title of another interesting booklet issued by the firm. The booklet contains some exceptionally interesting data concerning the art of lock making from the ancient Egyptian locks to the locks of the present day. Copies of the catalogues and booklets may be secured by writing to the manufacturer.

EVENTS IN THE TRADE

Fire Losses

Milton, Ont.—The tinshop of E. F. Earl was destroyed by fire.

Tofield, Alta.—The hardware and furniture store of McLaughlin & Woods was razed by fire, causing a complete loss of the building and contents.

New Firms

Halifax, N.S.—J. J. Cragg & Co. have opened a new store at 98 Gottingen street. The senior member of the new firm was formerly associated with Morton & Cragg. The firm will carry hardware, kitchen furnishings, sporting goods, etc.

Enlists For Service

St. John, N.B.—William W. Dorman of the McClary Mfg. Co. local branch, has enlisted for active service. Fellow employees in the office and warehouse presented Mr. Dorman with a wrist watch, pipe and purse.

New Credit Manager

W. R. Saults, formerly branch manager of the Union Bank, Winnipeg, has been appointed credit manager of the J. H. Ashdown Co., in succession to the late F. C. J. Hawkins.

Started as Hardware Clerk

Hon. A. C. Flummerfelt, who has just been called to be Minister of Finance in the new Cabinet of British Columbia, is an old York county boy, being a son of Geo. Flummerfelt, one time general storekeeper at Markham. His business career was begun with G. R. Van Zant, a hardware merchant of Markham.

Appointed Western Manager

Edmonton, Alta.—W. P. Mellar has been appointed Western manager of the Jas. Smart Mfg. Co., Brockville, Ont. Mr. Mellar succeeds the late Wm. Sutherland, whose death took place last month. Mr. Mellar was for some years associated with the company at Brockville as head of the stove and furnace department.

To Develop Zinc Industry

Vancouver, B.C.—The zinc industry of British Columbia will receive a big impetus in the establishment at the Trail Smelter of a large plant for treating zinc ore, to be operated by the Canadian Consolidated Mining and Smelting Company. The plant is expected to be complete by January 1. It will cost in the neighborhood of $1,000,000. The The owners are mostly C. P. R. directors.

Big Addition to Plant

Hamilton, Ont.—The Canadian Cartridge Co. has purchased four acres of land from the city and will commence at once to build an addition to the present plant. It is said that the addition with equipment will mean an expenditure of nearly one-half million dollars, and employment will be provided for several hundred more skilled workmen. The company will extend its foundry in order to roll brass sheets and do other work.

Travellers' Society Elects Officers

Toronto, Ont.—A representative meeting of the Commercial Travellers' Mutual Benefit Society, of Toronto, was held in the Commercial Travellers' Building, 51 Yonge street, called for the purpose of nominating the officers and directors for 1916. Joseph Oliver, ex-Mayor, retired from the presidency.

Following is the list of officers nominated and elected by acclamation: President, Chas. S. Parsons; vice-president, Robt. Maxwell; treasurer, H. Goodman; directors, John Gibson, W. J. Sykes, Adam Johnston, A. J. Tipping, Robt. Forbes, L. R. Arnett, S. M. Sterling, John Burns, S. R. Wickett.

Hardware Catalogues Wanted

W. J. Carter, of Carter Bros., Picton, Ont., whose store was recently gutted by fire, has requested Hardware and Metal to ask manufacturers to forward catalogues and discount sheets. All the firm's catalogues were destroyed in the fire.

Carter Bros. are contemplating erecting a strictly modern office in the new store which they are equipping, and would be interested in catalogues or descriptive matter pertaining to office fittings and equipment.

Obituary

Todmorden, Ont.—The death took place here recently of R. P. Robinson, who for many years conducted a tinsmithing business here.

Dutton, Ont.—The death took place here after a brief illness from heart trouble of Jas. B. Crawford, who for 25 years was in the hardware business here. At the time of his death Mr. Crawford was 58 years of age.

Newcastle, N.B.—The death occurred here after a week's illness of Frank Masson, who for a number of years conducted a tinsmith and stove business.

Personal

W. H. Wiggs, president of the Mechanics Supply Co., of Quebec city, has returned after a seven weeks' trip through Western Canada and the United States, where he spent some time sojourning in the Southern portion, and Mexico. Mr. Wiggs stopped over at Winnipeg, Calgary and Banff and found considerable improvement in conditions in the prairie country. Mr. Wiggs also visited the Panama-Pacific Exposition at San Francisco.

W. W. Cooper, of the W. W. Cooper Co., in Swift Current, Sask., has returned from a trip to the eastern cities of Canada and the United States. Mr. Cooper was away for about a month, and visited several manufacturing centres.

Winnipeg Notes

W. R. Saults, of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, has been elected to the board of directors of the Canadian Credit Men's Association.

Advantage is being taken of the presence in Winnipeg during the holidays of travelling representatives of wholesale houses, to hold a banquet at the Fort Garry Hotel on Dec. 28. Among the speakers announced are C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Co., Ltd.; W. J. Wilson, sales manager of the Winnipeg Ceiling and Roofing Co., and H. Annis, manager of the Marshall-Wells Co.

W. J. Wilson, sales manager of the Winnipeg Ceiling & Roofing Co., Ltd., Winnipeg, will leave for Toronto and other eastern points early in the new year.

H. M. Klassen of Herbert, Sask., visited Winnipeg last week accompanied by his son. Mr. Klassen reports a record crop in his district.

Norman Henderson, of Henderson Bros., Vanguard, Sask., visited the city on Monday last as representative of the Vanguard Board of Trade, in an effort to get more cars furnished for shipping grain east.

E. L. Fitzgerald of the Merrick-Anderson Company, has been out on a buying trip East, visiting stove factories, and arranging for new lines.

Greeting

To the Hardware Trade—

We desire to extend to each of our Customers and Friends our best wishes for

A Happy Christmas

May the New Year bring you prosperity in abundance and a full measure of health and happiness.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

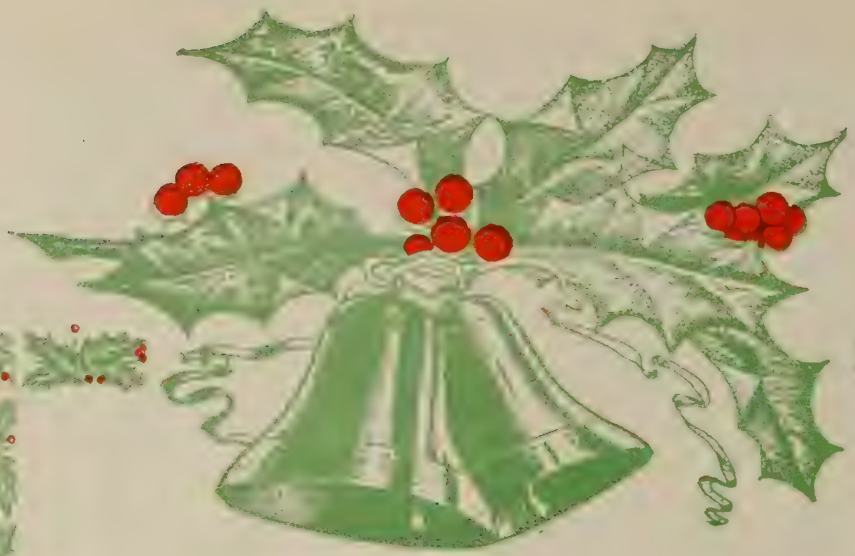
Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

28 "Service" Branches throughout Canada

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

When writing advertisers please mention Hardware and Metal.



Greetings

May your Xmas be a Happy One and the coming year bring further fruit in the form of Peace, Plenty and Prosperity is the Season's Wish

From

A. Ramsay & Son Co.

48 Colborne Street
Toronto, Ont.

167 Pender Street
Vancouver, B.C.

Head Office and Factory, MONTREAL, P.Q.

Paint Makers Since 1842

SW
Christmas Greetings
to our host of friends among hardware men everywhere.
The Stanley Works
New Britain, Connecticut
New York
Chicago

THE
Allan Munro Color Co., Limited
of Montreal
Manufacturers of Chemical Colors

Wish their many customers and friends a Happy Christmas and Joy, Health and Prosperity throughout the coming year.

When writing advertisers please mention Hardware and Metal.

To our many friends and customers we extend our sincere wishes for

A Merry Christmas and Happy New Year

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

Maxwell

Washing Machines,
Food Choppers,
Butterworkers,
Churns, etc.

MAXWELL'S HOME WASHER

A [illegible] Washer, [illegible] light, noiseless and [illegible] grains making it [illegible]

The construction [illegible] this [illegible] gives this type the best [illegible] washing [illegible]

It can be operated by hand [illegible] motor.

It is made of [illegible] material and is [illegible] design, [illegible] all the [illegible]

FOR Christmas time and all year round you'll find the "Maxwell" line a profitable seller. They make practical and useful Christmas gifts, and ones your customers will appreciate.

The Maxwell lines give perfect satisfaction, please your old customers and bring you new ones. Start the New Year right by stocking the popular and well-advertised "Maxwell" line.

Maxwells Limited St. Marys, Ont.

Frothingham & Workman
LIMITED

199-203 St. Paul Street West
Montreal

Extend their Best Wishes for A Merry Christmas and A Happy New Year

Canada's Oldest
Wholesale Hardware House

We Specialize in Service and Square Dealing

A Christmas Message

IN friendly appreciation of another year of pleasant business relations, we wish to send

The Season's Greetings

to all our customers.

Though our Empire is still at war, our people are united in the assurance of the rightness of our cause and a complete and glorious victory for our arms.

This thought must brighten the holiday season.

1915-16

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

William Anderson, son of T. A. Anderson, president of the Merrick-Anderson Company, Winnipeg, has left for England to join the Flying Corps. Mr. Anderson was employed in the warehouse.

HARDWARE LETTER BOX

10,000-Gallon Tanks

Frank Dafoe, Madoc, Ont.—Please advise where I can get prices on a 10,000-gallon oil and gasoline tank.

Prices on above can be secured from the Wayne Oil Tank and Pump Co., Woodstock, Ont.; S. F. Bowser & Co., Toronto.—Ed.

Repairs for Silver King Stoves

W. G. Butler, Perth, Ont.—Please advise where I can get repairs for the Silver King range.

Repairs for Silver King range are carried by Caserells, 211 Queen Street E., Toronto.—Ed.

Curriers' Knives

R. Chestnut & Sons, Fredericton, N.B. —Can you give us the names of makers of curriers' knives?

Can any of our readers kindly supply the information requested?—Ed.

Writing Materials

H. J. Smith, Springhill, N.S.—Please advise where I can secure supplies for show-card writing.

Supplies may be secured from E. H. Harris & Co., Toronto; The Art Metropole, Toronto; The Art Emporium, Montreal, Que.—Ed.

SHEET METAL WORKERS' COURSE

(Continued from page 35.)

base line. For instance, suppose the pattern of a 6-inch 6-piece elbow is made for an elbow of 18-inch radius, and it is desired to make an elbow 24-inch radius, simply open up the compasses to 24 inches, and draw an elevation of an elbow of that radius, then add length, say, from E to base line, which will in that way give the desired result. By making a plate as shown in this article, it will only be necessary to have one plate for each of every size of elbow, namely—one plate for 4-inch, one plate for 5-inch, and so on; whereas by having a separate pattern for each size as well as number of piece elbows, it would require 5 patterns for every size, to say nothing of the trouble of having to hunt through a whole host of patterns before the right one can be found. No allowance has been made for lock or seams.

W. L. Helliwell Goes to Montreal

W. L. Helliwell, who for eight years has been the Winnipeg manager of the Gurney Northwest Foundry Co., has received the appointment of manager of the Gurney-Massey Co., Montreal, and left on Saturday last to assume his new duties. Mr. Helliwell was the guest at a dinner given in the Fort Garry Hotel, Winnipeg, Wednesday, Dec. 15, by the directors of the Canadian Credit Men's Association, of which body he was president. He was presented with the gavel used during his term of office, mounted with a silver inscription. He was also the recipient of a handsomely framed photograph of himself, and his picture is being placed in the head office of the association. Mr. Helliwell was one of the original members of the Canadian Credit Men's Association. He is succeeded as president by L. J. Mylius, Winnipeg manager of the National Drug and Chemical Co.

W. L. HELLIWELL

who is leaving Winnipeg to become manager of the Gurney-Massey Co., Montreal, Que.

CATALOGUES AND BOOKLETS

Soldering Kinks

The M. W. Dunton Co., 150-152 Niagara street, Providence, R.I., recently issued a very interesting and instructive 32-page booklet entitled "Soldering Kinks." The book contains detailed instructions and improved methods of using solder. The drawings and diagrams with which the book is fully illustrated, also tend to make the instructions readily understandable to all.

De Vine Safety Razors

De Vine Safety Razor Co., Inc., 608 South Dearborn Street, Chicago, have issued an attractive 15-page booklet descriptive of the De Vine safety razor. A number of decidedly new features are embodied in the De Vine razor. Copies of the booklet will be mailed on request.

Shakespeare Fishing Tackle

Catalogue No. 19, consisting of 303 pages, attractively illustrated, has been issued by Wm. Shakespeare, Jr. Company, Kalamazoo, Mich., featuring fishing tackle and sporting goods.

An extensive range of fine fishing tackle is featured in the catalogue, several hundred illustrations being necessary to show the many products of the company. Hunters' clothing, baseball and other sporting lines are also featured.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1269. Broom Handles.—A firm of timber exporters at Manchester wishes to be placed in touch immediately with Canadian exporters of broom handles of the following sizes: 50-inch by 1½-inch, 50-inch x 1 1-16-inch—white spruce or red pine.

1270. Wood Button Moulds.—A London firm is in the market for Canadian-made wood button moulds.

1271. Box Boards.—A firm in London wishes to get into touch with Canadian makers of box boards.

1272. Staves.—A correspondent in Portugal reports a large market for Canadian oak staves for use in making port wine barrels.

1274. Flax Straw.—A Swiss firm desires an offer on 5,000 tons of shelled flax straw, c.i.f. Marseilles and Amsterdam, from three or four large Canadian producers.

1276. Corrugated Paper. — A very large concern in Glasgow is anxious to obtain a supply of corrugated paper made in rolls 250 feet long by 26 inches deep.

1277. Box Shooks, Broom Handles, Washboards.—A large importing house in Glasgow would like to receive quotations c.i.f. Glasgow for the above.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

The Markets at a Glance

The Christmas rush is over, and travelers are all in, until the New Year. A large number of sales-staff conventions are scheduled for next week. Christmas trade this year, in all branches of the hardware trade, has been exceptionally brisk; and there has been a heavy demand for the many gift lines which are now carried by the hardware trade. Stocks of many lines of skates, sleighs, cutlery, etc., are almost depleted.

A large number of price changes have taken place this week and many more are slated to take place in the near future. Among the many price changes this week are advances in the price of carriage and machine bolts, sleigh shoe bolts, coach screws, bolt ends, plough bolts, elevator bolts, fancy head bolts, step and shaft bolts, square and hexagon nuts, rivets, hammers, augers, brass tubing, glue, screw eyes, hooks, etc., bright screw eyes, cornice hooks, stove pipe eyes, gate hooks and eyes, brass screw hooks and eyes, planes.

Reports from Winnipeg state that following the recent advances in the East, higher prices have gone into effect on black and galvanized pipe and hoop steel. Higher prices will take place in the near future on bolts and many other lines which have advanced in the Eastern markets this week, and are referred to in the reports which follow.

MONTREAL

MONTREAL, Dec. 24.—The holiday trade is over for another year. That is the outstanding feature of the hardware situation to-day. As regards the Christmas business there is every indication that it has been better than had been expected and perhaps better than had been hoped for. It may not have been so good as in some of the more prosperous pre-war seasons, but it will generally present a marked and favorable contrast to a year ago. The actual statements of the retailers are not available on the point, but the manner in which the demand upon the wholesalers continued until the eleventh hour is an indication that the public bought better than the average merchant has counted on—for it is safe to say that none of these purchases were made without reasonable assurance that they would be disposed of before the end of this week. Recently the bulk of the business has, of course, been in the city, but the country demand was also continued later than usual. Altogether signs are not wanting that in the hardware trade if the average feelings are not altogether merry they will at least indicate satisfaction so far as the Christmas trade was concerned.

Such was the late demand for many holiday lines that stocks were seriously depleted and in some lines, where there has been interference with supplies on account of the war, orders were filled with difficulty and only after a partial revision of stock lists. This applied to skates and cutlery particularly, the stocks of the former being pretty well cleared up while a reorganization of displays of the latter indicates the difficulty of maintaining stocks.

With the actual Christmas rush there has been a falling off in the demand for metal products, the result being that there are fewer changes this week than for some time. However, the movement still continues unusually heavy and the trade is evidently protecting itself so far as possible against further advances. There is no evidence that the top has as yet been reached and in fact there are some features indicating anything but an improvement so far as the prospects for future supplies are concerned. However, demand is a factor in the situation as well as supply and when the buying drops off the upward movement will undoubtedly be less rapid and under such conditions prices may be continued on a basis below what is actually warranted to encourage consumption. At the same time there are advances on such lines as bolts, rivets, hammers, augurs, etc., which indicate that, as has previously been pointed out, a continuance of high prices for iron and steel will be felt from time to time in increased prices on the higher manufactures of these metals

Tin Strong.—The tin market has continued to gain in strength since last report and the quotations, although unchanged, are now very firm. This strength comes in sympathy with the outside markets, New York having advanced a couple of cents since the first of the month. An important factor in the situation is the indication that the British Government will issue a regulation to the effect that 4,000 tons of tin must be in England at all times and this would mean an increase over the present stock of about 1,500 tons. However, New York, feels that there is no great apprehension on the part of consumers on this side as the present visible supply is about 50 per cent. greater than at the same time a year ago. Even the closing of the Suez Canal would only mean a longer haul and a delay on shipments for a few weeks, and this would not be serious. Montreal quotation: 45c-46c—very firm.

Spelter Steady.—Although the local spelter quotation is firm on recent advances in the outside markets, a readjustment without an increase seems likely owing to recent developments which indicate an effort to depress the market. The American Metal Market claims that there is evidence of this in quotations being generally circulated which are materially below the prices being paid. New York conditions show that while there is a good demand for December for first quarter, spelter buyers are not interested in far-off futures. Montreal quotations: 22c-22½c—steady.

Lead is Easier.—Following the advance of ¼c on lead last week in the local market, there has been an easier tone develop with the result that the advance has been written off. This change in the situation evidently follows the New York influence, for while the Trust price is still maintained at 5.40 cents, the outside market is only 5.35 cents. This latter condition of affairs is an indication that there is no new demand developing at the present time. Montreal quotation: 7¼c-7½c—steady.

Copper Very Strong.—The local copper situation is described as being very strong, although there have been no general advances to the trade. New York has been very strong following advances in London, and producers report that the demand is as insistent as at any time during the past six weeks. The American market is controlled by six large producers and the dealers and the smaller producers are not inclined to be cheap sellers. Montreal quotation: 22½c, very firm.

Antimony. — There is considerable spread developing in the antimony market, quotations depending on the nature of the demand and stocks on hand. There has been no change in the general

conditions and New York is a shade lower than at last report. However, locally the top of the range is inclined to go higher. Montreal quotations: 43c-45c.

Aluminum Slightly Lower.—With an easier tone in the local aluminum situation, there has been a shading of the quotation to the extent of 2 cents. The market appears to be in a very unsettled condition. Montreal quotation: 68c.

Solder Somewhat Higher.—Although there has been no general change in the solder situation, the tone is firm and some jobbers have advanced their prices about 1c per pound. The following quotations give a general idea of the market values of standard products:

Half-and-half 26c-27c
Strictly ... .28c-29c

Sheet Zinc.—The local situation as regards sheet zinc is unchanged at the recent high values established. Some quotations are heard above the following, but they may be regarded as generally indicating the market. Montreal: casks, 27½c; part casks, 28c.

Steel Market Stronger.—The steel situation continues to gain in strength and as yet there is no indication of a reaction or even that the high is in sight. Not only are the mills maintaining their attitude of disinterestedness and delaying shipments on contracts for several months, but recently there has been a tendency to enforce restrictions that under normal conditions have been regarded as merely nominal stipulations.

Iron and Steel.—The quotations for the different varieties of iron and steel have remained stationary this week, but whether this is due to better conditions in the market or whether it is the result of a slackening in the demand during the rush of the holiday trade is not indicated. However, even though there has been a decline in buying interest, the present movement is much better than a year ago, this being the result of the advancing prices rather than consumption. In connection with this and other markets influenced by the steel situation, it must be remembered that there has been heavy buying on the advances recently made and that the actual consumption is small. When the demand falls away the up-movement will probably be checked to a certain extent and in some cases where there are stocks available there may be such a thing as fractional declines to create interest, even though this may not be warranted by the cost of production.

Pipe Very Firm.—Following the advance recorded last week, the market for both black and galvanized pipe has been very firm and there are indications that higher prices may be put into effect if there is a revival of demand after the turn of the year.

New Prices on Plates.—There have been some further readjustments on the quotations for Canada plates, the net result being that the low is advanced 5c and the high 25c. There is now a range of 20c on the ordinary and 25c on the polished and it is interesting to note that the low figure on the former and the high on the latter are from the same firm. The range is now as follows:

Ordinary, 52 sheets ....$3.30-$3.50
All bright, 52 sheets 4.75- 5.00

Sheets Very Strong.—The market for black and galvanized sheets is very firm on the recent advances and there are indications that further advances may be made if the demand revives after the new year in such a manner as to threaten the exhaustion of available stocks before further supplies are obtainable.

Other Metal Products.—Other manufactures of metal are also very firm on the advances which have been recorded, although the demand has slowed down somewhat with the approach of Christmas. One house advises an advance on brass tubing to the following basis per hundred feet:

Close joint—⅜ in., $5.50; ½ in., $6.30; ⅝ in., $7.70; ¾ in., $10.50; ⅞ in., $11; 1 in., $12.40.
Seamless—⅜ in., $8.50; ½ in., $9.25; ⅝ in., $11; ¾ in., $12.40; ⅞ in., $18.70; 1 in., $25.

Advance in Rivets.—There has been an advance made in iron rivets and burrs on the local market, while copper rivets continue very firm. The discount on both iron rivets and iron burrs is not 65 per cent. as compared with 67½ per cent.

Nails and Wire.—Nails and all other wire products are in a firm position on their recent advances and developments are being watched with interest. Just at present the demand is not heavy, but there may be stronger booking after the opening of the new year.

New List on Bolts.—A new list on bolts covers further important advances on a number of lines. This is the direct development of the higher iron and steel market. The discounts are now as follows on the lines affected by this change:

Carriage Bolts ($1), list, ⅜ in. diameter and smaller, 60 and 5%.
Carriage Bolts ($1), list, 7-16 in., 45 and 5%.
Machine Bolts, ⅜ in. diameter and smaller, 60%.
Machine Bolts, 7-16 in. diameter and larger, 50 and 5%.
Sleigh Shoe Bolts, ⅜ in. diameter and smaller, 50 and 5%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 45 and 5%.
Coach and Lag Screws, 65, 5 and 5%.
Skein Bolts, 65 and 5%.
Square Head Blank Bolts, 50%.
Plow Bolts, 50%
Elevator Bolts, 50%.
Fancy Heads Bolts, 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3¼c off list.
Nuts, hexagon, 3½c off list.

Hammers Advance.—Hammers are another line which have been affected by the rising market for manufactures of iron and steel. Practically all lines are affected to the extent of about 5 per cent. New list prices on sledge hammers are as follows:

Can., 5 lb. and over $0.07
Masons, 5 lb. and over 0.07
Napping, up to 2 lb............. 0.10½

Augers Are Higher.—Augers are also similarly affected, although as yet the advances have not been very general. One firm reports an increase of about 5 per cent. on a number of the lines carried

Hinges Affected. — Quotations on hinges are generally firm in sympathy with the market for raw materials. One firm reports an advance on corrugated lines of 5c the doz. pairs.

Glue is Higher. — General advances have been made on the quotations for glue. The following figures are heard: No. 1, 25c; white, 18c; Medal, 16c; American broken, 21c.

Old Materials.—The tendency in the market for old materials continues to be to higher levels. No. 1 wrought iron is up ½c a pound and No. 1 machine compositions also ½c a pound. Scrap aluminum has been increased 4c a pound and is now being quoted at 32c.

Late Holiday Demand.—Wholesalers report that the holiday demand has continued right up to the last days before Christmas. This applies largely to the city, where there has evidently been a buying demand on the part of the public which the retailers were hardly prepared for.

TORONTO

TORONTO, Ont., Dec. 22.—The Christmas trade is the all-absorbing feature in hardware circles this week and indications point to a good volume of business quite equal to expectations, if not better. Christmas lines, such as cutlery, silverware, clocks, pocket knives and skates, are moving out well, and the favorable weather is helping business. The demand for general lines is good, although somewhat quieter on account of the season. Most hardware houses have their travellers off the road, in many cases until after the New Year. Trade in the country has been good this fall and a good spring business is also anticipated. The industrial situation generally has improved considerably, and many factories are busy on war orders. The outlook in this respect is very favorable. The placing of war orders is being done on a more systematic basis and as a result more business is coming to Canada. Money is circulating more freely and collections are improving.

Many Important Price Changes.—As has usually been the case for some weeks past, there are a number of important price changes to note. A new list for bolts and nuts has been issued showing an advance from 5-10 per cent. The lines affected include carriage bolts, machine bolts, sleigh shoe bolts; plow, elevator, skein, fancy head, shaft, step and whiffletree bolts. Stove bolts and rods, tire bolts and bolt ends are unchanged. Bright wood screw hooks and eyes, screw eyes, cornice hooks and stove pipe eyes, brass screw eyes, have all advanced approximately 10 per cent. A new price list on "Stanley" tools is in the jobbers' hands and the new prices, which are generally higher, will go into effect immediately. Owing to the recent large advance in iron, considerably higher prices are looked for in cow chains in 1916. It is freely predicted that an advance of from 25c to 50c per keg on wire nails will be made in the States, which will no doubt result in a corresponding advance in Canada. The shortage of galvanized fence and barb wire is becoming daily more acute and to-day makers will

not accept orders for shipment until after the first six months of 1916. Makers of ammunition freely predict a serious shortage in many calibres for next year on account of the heavy demand for service ammunition.

Iron and Steel.—The situation in the iron and steel market continues much the same; the mills are operating at capacity and prices are holding very firm. Iron bars are higher at 2.60c. Norway iron has advanced to 5.25c, and band steel to 2.50c per pound. Boiler plates and tubes are expected to advance in the near future. Deliveries are getting more backward than ever as the mills are working almost entirely on steel for shells. Prices on Pittsburgh bars for Canadian consumption are still withdrawn and the situation is unchanged.

No new developments have to be noted in the American market. The mills are sold up for from four to six months and much of the business now being placed is for delivery at convenience of the mill. The export demand for finished iron and steel continues heavy but a railroad blockade in the East is holding up shipments and causing considerable delay and inconvenience. No important advances in prices have been made during the week, it being the general opinion that values are quite high enough. The market, however, is very strong and the quotation of 17c, Pittsburgh, on bars, plates and shapes has become almost nominal. Prices of billets are unchanged, but are expected to advance as the scarcity is becoming more acute.

Pig Iron.—Sales of Lake Superior ore have been very heavy at 75c advance over the 1915 quotations. The pig iron market is very strong and prices are very firm. Lake Superior charcoal iron has advanced to $19.25 per ton; other quotations are unchanged. "Hamilton" and "Victoria" brands are quoted at $24 per ton.

Coal and Coke.—The coal and coke market is very strong, and prices have advanced on most grades. A big demand and shortage of labor has stiffened the market which may advance again in the near future. The new prices are given in the current market quotations.

Old Materials.—The market for old materials is much firmer and improved business is reported. Steel melters are taking large tonnages of heavy melting steel, and prices are very firm. Scrap copper is also in good demand and quotations are slightly higher. Prices of other metals are unchanged.

Machine Tools.—An important development in the machine tool market has been the publication of a proclamation in London prohibiting the importation into the United Kingdom of all machine tools and parts thereof, except small tools. An exception is made in favor of machine tools being imported under a Board of Trade license. The best opinion seems to be that this proclamation does not aim to cut off imports of machine tools, but to centralize purchases in the future and eliminate small dealers and speculators, thus protecting the market against inferior tools. The machine tool requirements in Great Britain are to a large extent satisfied which should indirectly relieve the situation in Canada as regards deliveries. Locally, dealers report no change in the situation and are actively employed figuring on equipment for machining the large-calibre shells. Suitable second-hand tools have become scarce and prices are higher.

Metals.—A slight advance in both copper and spelter are the most important features to note this week. The copper market has been strong for some time and higher prices were expected. The spelter market is probably being manipulated. The Suez Canal scare has cropped up again, but there appears to be a probability that the Canal will be closed for military reasons. In this event steamship routes will have to be adjusted and steamers will be obliged to use the Cape of Good Hope route. This arrangement will no doubt affect the tin market on account of the delay involved to cargoes. The delay will not, however, be serious, as good stocks are available. The lead, antimony and aluminum markets are quiet and unchanged.

Copper.—The market is very strong and is said to be controlled by the large producers. It is reported that the demand is as insistent as at any time during the last six weeks. The markets in London and New York are strong and higher. The local market has advanced ½c and Lake Copper is now quoted at 21¼c per pound.

Tin.—The London market is higher and prices are entirely nominal. There appears to be a possibility of the Suez Canal being closed, in which case shipments of tin would have to come round by the Cape. The delay entailed to shipments en route would not necessarily be very serious, as available stocks are sufficient for immediate requirements. The market, however, may be affected temporarily and may go higher. Local quotations are unchanged at 43c per pound.

Spelter.—The market is again unsettled and is apparently being manipulated. It is thought that there is a move on foot to depress prices. Local quotations are higher and nominal at 19c per pound.

Lead.—The London and New York markets are quiet and unchanged. The "Trust" price is 5.40c, New York. Local quotations are unchanged at 7c per pound.

Antimony.—Recent arrivals of antimony in New York have caused the market to become easier. Business is quiet and quotations unchanged at 40c per pound.

Aluminum.—The market is easier but supplies continue to be scarce. Local quotations are unchanged at 60c per pound.

Solders.—Prices of solder are steady at the lower level noted last week. Prices are given in the current market quotations.

Rivets.—Iron rivets are holding firm at the advances made last week. Copper rivets are expected to advance.

Bolts and Nuts Advance.—A new list has been issued for bolts and nuts showing an advance of from 5 to 10 per cent. according to line. The new discounts are given below:

Carriage Bolts ($1), list, ⅜ in. diameter and smaller, 60%.
Carriage Bolts ($1), list, 7-16 in., 45%.
Machine Bolts, ⅜ in. diameter and smaller, 60%.
Machine Bolts, 7-16 in. diameter and larger, 50%.
Sleigh Shoe Bolts, ⅜ in. diameter and smaller, 50%.
Sleigh Shoe Bolts, 7-16 in. diameter and larger, 45%.
Coach and Lag Screws, 65 and 5%.
Skein Bolts, 60 and 10%.
Square Head Blank Bolts. 50%.
Bolt Ends, 50%.
Plow Bolts, 50%.
Elevator Bolts, 50%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 40%.
Step Bolts, large head ($3) list, 40%.
Whiffletree Bolts, 40%.
Nuts, square, 3¼c off list.
Nuts, hexagon, 3½c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

Screw Hooks and Eyes Advance.—A number of lines of screw hooks and eyes have advanced approximately 10 per cent. The new discounts are as follows: Bright wire screw hooks and gate hooks and eyes, 60 per cent.; screw eyes, cornice hooks and stove pipe eyes, 50 per cent. Brass screw eyes are now net list.

Mechanics' Tools.—A new price list on Stanley tools has been issued to the jobbers. The prices are higher and will go into effect at once.

Door Checks and Springs Higher.—Owing to the increase in cost of raw materials, makers of door checks and springs have advanced their prices 10 per cent.

Wire Nails.—The market is very strong and higher prices for wire nails are looked for. Makers of wire nails in the States are expected to advance prices from 25c to 50c per keg which will result in a corresponding advance in this market. Wire nails are quoted at present at $2.85 and cut nails at $2.90 per keg.

Galvanized Wire.—The situation in fence wire has for some time been very unsettled owing to the increase in cost of raw materials and prices have been practically nominal for some weeks. There is a serious shortage in galvanized fence and barb wire and the situation is becoming daily more acute. It is impossible to get prompt deliveries and makers will not accept orders for shipment within six months. As stated last week, prices have been withdrawn.

Ammunition.—Owing to the heavy demand for service ammunition which is taxing the makers to the utmost, it is freely predicted that there will be a serious shortage in many calibres of sporting ammunition for next year. Prices of all raw materials are increasing in cost, as higher prices for ammunition may be expected.

Cow Chains.—Higher prices are looked for in cow chains next year on account of the increase in cost of iron.

Galvanized Sheets.—There is no improvement in the galvanized sheet situation, the market being demoralized with the continued advance in raw materials. Quotations are extremely irregular; some mills have withdrawn

from the market, while others are quoting on the basis of the cost of spelter. Prices given in the current market quotations are pretty close to the market, but are liable to advance any time.

Black Sheets.—The market is very strong on account of the scarcity of steel. Prices of black sheets have advanced 10c per 100 lbs.; the new prices are given in the current market quotations.

Pipe.—Wrought iron pipe is very firm at the new list published last week. Lead pipe is unchanged, and is quoted at 10c, and waste pipe at 11c per pound.

Kitchen Utensils.—Business continues in good volume and prices are firm at the advance made last week. The new discounts will no doubt remain in force for some little time but with present conditions prevailing in raw materials, there is little or no possibility of wares becoming any cheaper, the tendency is rather in the other direction.

Stoves.—A good demand is reported for heaters and stoves are moving out fairly well. The furnace business is quieter.

Rope.—The rope market is seasonably quiet and prices firm but unchanged. There is no improvement in the situation as regards raw materials and prices continue high. The rope market in the States is very firm and prices have a higher tendency.

LONDON

LONDON, Ont., Dec. 23.—All retail hardware merchants are exceptionally busy this week handling the pre-Christmas rush. There has been a heavy demand for Christmas gifts and nearly all merchants state that business is better than they had hoped for.

Jobbers are receiving the usual last minute rush orders, and the express companies are rushed with business.

Cutlery, silver-plated ware, sleigh bells, skates, sleighs, bells, etc., are in big demand. Collections are good.

Many Price Changes

Many price changes have taken place this week, and a great many more will follow in the near future.

An advance in the price of bolts has gone into effect. This advance was recently predicted by Hardware and Metal. The discounts on bolts, are now as follows:—

Carriage, ⅜ and smaller, 60%; carriage, 7-16 and larger, 45%; machine, ⅜ and smaller, 60%; machine, 7-16 and larger, 50%; sleigh shoe, ⅜ and smaller, 50%; sleigh shoe, 7-16 and larger, 45%; coach screws, 65 and 5%; bolt ends, 50%; plough bolts, 50%; elevator bolts, 50%; fancy head bolts, 40%; step and shaft bolts, 40%; whiffletree bolts, 40%; square nuts, less 3¼c lb.; hexagon nuts, less 3½c lb.; tire bolts, 72½%; stove bolts, 80%.

Iron Pipe Up

Iron pipe has advanced about 5 per cent. following the advance reported in the Toronto and Montreal reports last week. The quotations in effect on butt-weld pipe, are now as follows:

Price Per 100 Feet.

	Black	Galvanized
¼ inch	$ 2 40	$ 3 81
⅜ inch	2 40	3 81
½ inch	2 98	4 64
¾ inch	3 45	5 70
1 inch	5 10	8 42
1¼ inch	6 90	11 39
1½ inch	8 25	13 62
2 inch	11 10	18 32
2½ inch	17 55	28 96
3 inch	22 95	37 87
3½ inch	27 60	45 54
4 inch	32 70	53 96

New Prices on Wares

The advance on enamelware, stamped ware, tinners' trimmings, cans, japanned ware, stove boards, etc., predicted last week has gone into effect. Quotations the same as those shown in a panel for Toronto and Montreal last week.

Other Lines Advanced

There have been advances in the price of screw eyes, hooks, etc.

The new prices are as follows: Bright screw eyes, 50 per cent.; square cornice hooks, 50 per cent.; stove pipe, eyes; screw hooks, 60 per cent.; gate hooks and eyes, 60 per cent. Brass screw hooks and eyes, and gate hooks and eyes are now quoted at net list.

Spring Booking

Quotations on poultry netting are still withdrawn. Harvest tools are quoted at 40-12½ per cent.; painted screen wire cloth is quoted in 100 ft. rolls at $1.70 per 100 feet; in 50 ft. rolls at $1.75 per 100 sq. ft.

Quotations on other lines recently quoted, remain unchanged, but changes are expected at an early date on a great many lines of iron and steel goods.

WINNIPEG

WINNIPEG, Dec. 22.—Business during the past week has been very brisk and there has been a heavy demand for Christmas gifts. December business with hardware jobbers has been exceptionally brisk.

Rush orders for Christmas goods are coming in on every mail, and phone orders from various nearby districts are being received in large numbers.

Price Changes

Following the many price changes reported last week, there has been an advance of about 5 per cent. on black and galvanized pipe. Hoop steel has advanced 25 cents per 100 lbs.

An advance on bolts and nuts will take place almost immediately and will probably be about 10 per cent.

A great many other lines including tools, wire and brass goods, etc., will be advanced in the near future.

Several travelers' conventions are scheduled for next week. Travelers are all in, and they report that the outlook for 1916 business is very bright at present.

AGAINST TRADING STAMP ACT

The "popular voting" contest put on by a Toronto firm recently, has been judged illegal by Judge Winchester. After listening to the arguments pro and con, his Honor found the promoters guilty of doing business in contravention of the Trading Stamp Act of 1905.

Voting contests have been held in various places in Canada during recent years, and the Retail Merchants' Association were frequently asked to test their legality. On account of the cost that would have attended their efforts if they had fought the point away from home, the matter was deferred. However, when a Toronto firm opened for business, the home of the head office, the opportunity was seized. Secretary E. M. Trowern, of the R.M.A., states that had the case gone against them, the association would have gone to the Government for amendments covering the deficiencies of the Act.

While the promoter of the contest was found guilty, the judge on request granted right to appeal, and, after the matter has been dealt with by the Court of Appeal, sentence will be imposed if the judgment is upheld.

GREAT SUCCESS OF HOLMAN

(Continued from page 33.)

Hired Special Train

"For 'Holman Day' we arranged for a special train, and deposited a cheque for $126 with the railway as a guarantee that the special would be a paying proposition, but the success of the day exceeded our highest anticipations. It has demonstrated one thing clearly to us, and that is that one merchant can make a success of an event of this kind provided he goes about it the right way, and puts sufficient energy behind it."

"Holman Day" was advertised extensively in the newspapers. A large number of attractive values were offered.

There was no fare-refunding, as is customary in some special sales. An exceptionally low rate was secured for the special train. The newspaper advertisements carried time tables showing the time at which the special train would leave the various stations along the line.

The fares from each town, including war tax, were also listed in the advertisement.

THE LAUGH LINE

"Kultur"

They tell in Milwaukee of a subscription book agent who tried to sell a set of Shakespeare to a wealthy German. After talking for five minutes he was interrupted by his listener, who exclaimed impatiently:

"You vant to sell me somedings—no? Vell vat it is?"

"Shakespeare," said the agent.

"Don't vant it. I got Pabst's beer and Schlilz's beer and Blatz's beer. I know nuttin' about dis Shake's beer und I don't vant any."

* * *

"Casey," said Pat, "how do ye tell th' age of a tu-u-rkey?"

"Oi can always tell by the teeth," said Casey.

"By the teeth!" exclaimed Pat. "But a tu-u-rkey has no teeth."

"No," admitted Casey, "but Oi have."

WEEKLY PAINT DEPARTMENT

All Paint Lines Higher

Retailers, When Stock-Taking, Will Have to Take Into Consideration the Present High Costs of Paint Materials—Review of Prices During the Past Twelve Months—Big Advances on Some Lines

JUST prior to the annual stock-taking, which will be in full swing in a great many hardware stores during the next few weeks, it might be advisable to again direct attention to conditions which prevail in the paint markets.

All readers of Hardware and Metal who follow the market pages from week to week, know that since last stock-taking period, or in other words, since January of 1915, there have been many advances in the price of products which are sold in the paint department.

Some products have almost doubled in price. Many dry colors and colors in oil are exceedingly high in price at the present time.

Linseed oil is much higher than it was at the beginning of the year.

Glass has advanced during the past three weeks. White lead is at a fairly high level, although lower than it was some little time ago.

Turpentine is considerably higher in price than it was a year ago.

Trend of Linseed Oil During the Year

At the beginning of the year raw linseed oil was quoted in single barrel lots at 56c per gallon at Toronto.

By Feb. 1, the price had reached 68c, an advance of 12 cents per gallon.

The flax market continued its upward movement and by March 1, the price of raw oil in single barrel lots had reached 71c per gallon at Toronto.

Eighty-cent oil was quoted by April 1, although there had been considerable fluctuating in prices during the month previous.

On May 1, the price of raw oil in single barrel lots still remained at 80c.

By June 1 raw oil had reached 82 cents per gallon in single barrels. Of course, at the time there was still considerable cheap oil on hand, and jobbers were cutting prices to a considerable extent in order to reduce stocks, and if possible stimulate business.

Towards the end of June there was a drop of six cents per gallon, and by July 1, the price had receded to 74c per gallon. In some quarters considerably lower prices were quoted.

On July 1, the market was still unsettled, and there was still considerable price-cutting in evidence. Further declines had taken place and raw oil was quoted in single barrels at 70c per gallon.

A Big Drop

The market was still weak on Aug. 1, and quotations had receded to 67c per gallon. The demand for oil at this time was very light, there was still a considerable amount of cheap oil on hand, and Hardware and Metal predicted a further decline.

The prediction came true and by the middle of August oil was down to 65c per gallon in single barrels, with even lower prices being quoted in some quarters.

On September 1, the situation remained unchanged, and although 65c per gallon for raw in single barrels was the price most frequently quoted, there were a number of firms quoting 63c per gallon.

By October 1, quotations on raw oil in single barrels had reached a price of 70c per gallon. The flax seed market at this time was said to be in a very bad condition. Inclement weather and repeated frosts were said to be the chief factors in boosting the flax seed market, and in sympathy with the high levels attained in the flax seed markets, the price of linseed oil advanced considerably. During the month following, oil continued to advance, and by November 1, an advance of 7 cents per gallon had taken place, making the quotations for raw in single barrels 77c per gallon.

The amount of seed reaching the crushers at this time was said to be very small, although the demand for oil was not heavy.

A much higher level had been reached by December 1, and a price of 85c per gallon was quoted at Toronto, for raw oil, in single barrel lots.

Since the first of the month oil has advanced further and a week ago the price in single barrel lots was 87c.

The foregoing quotations are all based on conditions at Toronto, and all figures quoted, apply to single barrel lots of raw oil.

Prices for larger quantities, or for boiled oil may be ascertained by taking off the regular quantity allowances, or adding the regular advances for boiled linseed oil.

It will be seen from the foregoing that linsed oil to-day is quoted at a much higher figure than the price quoted a year ago, in fact the price to-day is higher than it has been at any time since the first of the year.

There are many retailers who still have on hand, oil which was bought at a much lower figure than the price prevailing to-day, or likely to prevail for some time to come. This is an important matter that should not be overlooked by the retailer when stock-taking.

Turpentine Also Higher

The price of turpentine is also at a high level at present. On the first of January, 1915, turpentine was quoted in single barrel lots at 15 cents per Imperial gallon at Toronto.

The price last week, for the same quantity at Toronto was 87c per gallon, and the market is firm at present. There has been considerable fluctuation in prices during the year, as reported in Hardware and Metal's weekly reports

White Lead Higher

Pure white lead ground in oil, on January 1, 1915, was quoted at $8.60 per 100 pounds at Toronto in ton lots. The price to-day is $10.20 per 100 pounds in ton lots, an advance of $1.60 per 100 pounds over the cost in January.

Ready Mixed Paints Higher

Pure prepared paints in quart cans was quoted at $2 per gallon on January 1, 1915. The same paint to-day costs $2.20 per gallon in quart cans, and the market at present is firm owing to the high costs of raw materials.

During the fall, pure prepared paint reached a price of $2.30 per gallon in quart cans. Towards the end of October the price was reduced ten cents per gallon, and since then has remained as at present.

Glass Higher

Although the demand for glass is not heavy there have been price advances during the past two weeks as announced

(Continued from page 52.)

A Merry Christmas

followed by a New Year of Happiness and Plenty to our many friends.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

MOORE'S

House Colors

A Pure Linseed Oil

PAINT

OUR PAINT is made from the very best and most lasting pigments, combined with Pure Linseed Oil and the very best Liquid Dryers.

It dries perfectly hard with a gloss, yet possesses sufficient elasticity to prevent cracking or peeling. Its working and lasting qualities have been thoroughly tested at seashore and inland, and numerous testimonials as to its merit have been given by both dealer and consumer.

It will be well worth your while to let us put our agency proposition before you. Write.

Made in Toronto, Canada

Benjamin Moore & Co., Limited

WEST TORONTO

ALL PAINT LINES HIGHER

(Continued on page 54.)

in the market reports of Hardware and Metal.

As has been announced in this paper several times during the past year stocks of Belgian and English glass are practically exhausted, and for some time the trade has had to depend on the United States for supplies. In stock-taking, retailers will have to carefully consider the relative values of the glass when put into stock, and the cost to-day.

Recent issues of Hardware and Metal have given complete details with prices, regarding the recent advance in the cost of glass.

A great many other paint lines including dry zinc, and zinc in oil, dry colors, etc., are considerably higher in price at present than they were a year ago.

The foregoing will give the reader some idea of the important price changes which have taken place during the past twelve months.

WHAT HAPPENED IN HARDWARE IN 1915

(Continued from page 27.)

new industries have been developed in Canada.

The prospects for future business are much brighter now than they were at the corresponding period of last year.

The Markets

For many months past—in fact ever since the outbreak of the war—but more particularly during the past two months, attention has been centred on the hardware markets. Startling and rapid price changes have taken place week after week—and the end is not yet in sight.

Comparatively recent developments in the steel industry, rumors of further tariff changes and predicted shortages of many lines of finished and semi-finished steel goods have kept the trade on the qui vive.

Following the outbreak of war in August, 1914, there were many changes in the prices of various hardware lines.

The Tariff Changes

The upward tendency continued until February of the present year, when the tariff change took place.

With an increase in the general tariff of 7½ per cent. and 5 per cent. in the British preferential and the abolishment of the free list, save for a few specified articles, the effect on hardware lines was very wide in its scope. American and English goods were immediately advanced from 7½ to 15 per cent.

Many Canadian manufacturers were forced to advance prices on their products as a result of the tax on supplies, caused by the abolishment of the free list.

Advances Due to Manipulation

At various times during the year there have been price advances on some lines of goods, caused almost entirely by manipulation in the metal markets.

The remarkable developments in the steel industry have been comparatively recent, and came into prominence during October and November.

For a period after the outbreak of the war the steel situation was very much depressed. The domestic consumption fell to low levels, with the railroads buying very little.

The war consumption was not seriously considered as an important factor. In fact, prices on many steel products declined and were lower a year after the war broke out than they were at the start of the great conflict.

A Great Change

Within the past two or three months there has been a great change. The manufacture of munitions has grown to be an immense industry, requiring huge quantities of steel. There has been a big revival of the domestic demand in Canada and the United States, but more particularly in the latter country.

The result is that the big steel companies are booked for many months ahead. All branches of the industry are working to full capacity. Some companies are refusing to book further orders, and the result is that prices on many lines of iron and steel goods carried by the hardware trade are soaring skywards.

Every week brings its heavy budget of price changes. The comparative tables of prices on steel products, published in recent issues of Hardware and Metal, show how remarkable and important these price changes have been to the hardware trade. This week's market reports in Hardware and Metal clearly indicate that many more price changes may be expected in the near future.

SPLENDID LIVING, BUT POOR LIFE

(Continued from page 36.)

do," and have put the whole strength of their lives into their effort to realize their ideal.

If from the start you listen to and obey that something within which urges you to find the road that leads up higher; if you listen to and obey the voice which bids you look up and not down which ever beckons you on and up, your life cannot be a failure, no matter what its outward seeming. The really successful men and women are those who by the nobility of their example contribute to the uplift, the happiness, the enlargement of life, to the wisdom of the world—not those who have merely piled up selfish dollars. A rich personality enriches everybody who comes in contact with it. Everybody who touches a noble life feels ennobled thereby.

There is machinery so delicate that it can measure the least expenditure of physical force. If similar machinery could be devised for measuring character, many a millionaire would be chagrined at the record of his own just measurement, while many a humble worker would be amazed at the high mark his earnest unceasing efforts to reach his ideal had achieved.

I believe the time will come when not money, but growth, not lands and houses, but mental and moral expansion in larger and nobler living, will be even the popular measure of true riches, real success. The measure of a successful man will be that of his soul; he will be rated in a new sort of Bradstreet, a spiritual Bradstreet, as a large heart, a magnanimous mind, a cultured intellect, instead of as a great check book.

Phillips Brooks said: "The ideal life of full completion haunts us all. We feel the thing we ought to be beating beneath the thing we are. God hides some ideal in every human soul. At some time in his life, each feels a trembling, fearful longing to do some great good thing. Life finds its noblest spring of excellence in its hidden impulse to do one's best."

Everyone who substitutes the finer for the cheaper goal, each one who to-day and every day holds to his high ideal despite the stress and turmoil of modern daily living, in such measure hastens the day when such an ideal will be the inspiration of the masses and the power that moves the world.

TRADE REVIVAL IN WESTERN CANADA

(Continued from page 29.)

demands of the farmer, who is turning to his catalogue and buying by mail. Even the mail order houses were taken by surprise, and in many cases were not able to cope with the orders.

The big demand for seasonable hardware is beginning to be felt now that winter has arrived. There has been snow out West as far as Moose Jaw, which has resulted in an influx of orders for children's sleighs. At the time of writing there has been no snow further West than Moose Jaw. Retailers up to this point report a fair demand for skates. Throughout Manitoba and Saskatchewan during the first two weeks of December, skating clubs were being organized and rinks flooded.

Montreal, Que.—The shareholders of the Canada Cement Company, at a special meeting recently unanimously authorized an application for supplementary letters patent permitting the company to embark on the manufacture of war munitions. General Manager Jones gave an optimistic forecast of the results expected from the business, and the shareholders were informed that no new financing would be necessary.

AXE HANDLES

Buy handles with a guarantee.

The quality of the Empire, Imperial, Peerless and Champion axe handles are guaranteed.

Made of the toughest hickory.

Well made and nicely finished.

Every handle labelled and packed in individual paper sack.

Get prices on them.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

THE friendly attitude of the Architect and Painter toward Berry Brothers' Architectural Finishes is one of the reasons why they are so safe and satisfactory for the dealer to handle.

The underlying cause of the favor shown to our products is their earned record for quality and dependability.

The label of Berry Brothers is accepted without question as a guarantee that all products sold under it are right.

Here are four quick-selling staples of the painters supply trade:

Luxeberry White Enamel
Makes a permanent snow-white finish in either dull or gloss effects.

Liquid Granite—for floors
Makes a smooth, satiny finish, is mar proof and easily kept in perfect order with a floor mop. Also adapted to all interior work exposed to hard wear, such as bath-rooms, window sash and casings, etc.

Luxeberry Wood Finish
—for general interior work
Develops and preserves the grain of all woods and makes a permanently beautiful finish.

Luxeberry Spar—fo exterior use
Made especially for durability under outside exposure, ront doors, store fronts, marine finishing, etc.

Write for price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(195)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 23.—For the season the conditions in the paint trade are all that could be reasonably expected. The situation remains very firm so far as future prospects are concerned and, in fact, a material advance in linseed oil has strengthened the indications that an increase is more likely than a decline. However, no change is likely to be made in the immediate future for the reason that it is never considered good policy to alter the quotations in the middle of a selling campaign. Outside of the advance in oil the other raw materials entering into the manufacture of the mixed lines are all firm. A feature of the week is a new list on glass covering material increases of the list and more liberal concessions in discounts to the trade.

The indications are that the usual custon of making contracts with manufacturing companies at the beginning of the new year will not be generally followed. The conditions are too unsettled to permit of this.

Linseed Oil.—With a further advance in the flax market and the cost of production of linseed oil, there has been a much firmer tone in the market. Result has not been so much the raising of the high prices but the increasing of the bottom. Thus, while 79c and 82c were heard last week for raw and boiled, respectively, the lowest quotation this week is 86c and 89c. In some instances the change has meant an advance of as much as 8c for certain jobbers who had been maintaining low prices. The situation may now be summed up in the following quotations:

	Raw	Boiled
1 to 2 barrels	86c-87c	89c-90c
2 to 5 barrels	85c-86c	88c-89c
6 to 9 barrels	84c-85c	87c-88c

Turpentine.—There is little change in the turpentine situation and prices are generally maintained on the basis established last week, although there is a slight shading from the top figure. Quotations: 1-barrel lots, 78c-82c; 2 to 4 barrels lots, 77c-81c.

White Lead.—The white lead market is firm and steady. For some days there was a stronger feeling on the advance of the American Trust but since then, although the Trust quotation has been maintained, second-hands have been taking lower prices.

Gasoline and Benzine.—There are new quotations of gasoline and benzine covering further advances. Following are the new figures:

Gasoline in wood	27½c
Gasoline in drums	25½c
Gasoline, tank wagon	25c

Benzine, 1c lower.

Oils to Advance.—In view of the advances in crude oil, higher quotations for lubricants are to be expected and it is predicted that there will be an advance through many lines after the turn of the year. This advance will probably be 1 cent to 2 cents.

New Glass List.—The dealers have finally reached an agreement as to the new Montreal base quotations on glass. There is a material advance on the list but there are more liberal concessions in the discounts. Following is the new basis:

Country Base Price

United Inches.	Star.	Double Diamond.
Up to [illegible]	$ 7.80	$11.90
26 to 34	8.15	12.85
41 to 50	11.75	15.50
51 to 60	12.25	15.85
61 to 70	13.10	16.80
71 to 80	14.75	18.35
81 to 85	....	22.75
86 to 90	....	24.35
91 to 95	....	25.00
96 to 101	....	29.00
101 to 105	....	32.00
106 to 110	....	37.00

With the following discounts: Any quantity up to 35 cases, 30-5%.

TORONTO

TORONTO, Ont., Dec. 22.—Business is quiet in the paint trade this week. It is more or less an off season and travellers are off the road until the New Year. The situation as regards spring business is good and indications point to considerable activity. The possibility of higher prices for many lines in the near future should stimulate business. Mixed paints, for instance, are almost certain to advance early in next year. Linseed oil is another line that is expected to advance, as there is little expectation of any considerable amount of flax seed coming east for some time to come. Turpentine is unchanged and prices are more likely to go up than down as supplies are getting lower every week. Higher prices on gasoline and benzine are expected early next year, and coal oil may also be affected. White lead and putty are both firm but unchanged.

Linseed Oil.—Flax seed continues high, and there is none coming east, with little prospect of any considerable amount for some time to come. The whole situation is very unsettled and is causing considerable anxiety to the crushers. Stocks of oil are low and the demand is light. Prices are at practically the same range as last week and are unchanged but an advance in oil early next year is expected. The following prices are being quoted in Toronto.

	Raw	Boiled
1 to 2 barrels	87c	90c per gal.
3 to 5 barrels	86c	89c per gal.
6 to 9 barrels	84c	87c per gal.

10 barrels and over, open.

Turpentine.—The market is firm at Savannah. Receipts of turpentine are light and becoming less as the month moves on. It is expected that after this month lots arriving will be down to very small proportions, and prices are expected to resume their former high levels or even advance. The demand is light locally and prices are firm but unchanged. The resin market is weak and prices are lower on all grades. The following prices are being quoted locally on turpentine: 1barrel lots, 86c; 2 to 4 barrel lots, 85c, and 5-gallon lots 93c per Imperial gallon.

Mixed Paints.—The market is firm and prices unchanged. It is generally believed that mixed paints will be advanced early in January as all raw materials have become more costly and there is no indication of cheaper materials.

White Lead.—The situation as regards white lead is unchanged, and the market is steady but firm. Pure lead in oil is quoted at $10.20 per 100 lbs. in ton lots.

Gasoline.—The market is very firm and higher prices for gasoline and benzine are expected in the near future. Crude oil is high and gasoline is rather scarce, making the market particularly strong. Gasoline is quoted at 25½c, and benzine at 25c per gallon.

Glass.—There is a fair demand for glass at the new price. The new list is being favorably received in the trade and the situation is much improved in that respect.

Putty.—The demand is lighter but the market is very firm. Prices are unchanged, but may advance as raw materials continue to increase in cost. The following prices are being quoted in Toronto for standard putty in less than ton lots.

	Per 100 lbs.
Bulk, in casks	$2.50
Bulk, in 100-lb. drums	2.70
Bulk, in 25-lb. drums	2.80
Bladders, in barrels	3.10

Pure putty, 60c per 100 lbs. advance.

St. Catharines, Ont.—Levitt Hardware Co. has succeeded to the business which for many years was conducted by the late H. J. Conn.

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

No. 8000

THERE IS ONLY ONE

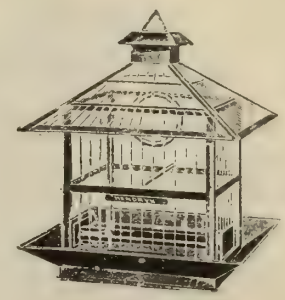
"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

New Haven, Conn.



No. 8020

HELLER-ALLER TANK HEATER

the only thing on earth that will keep a stock tank from freezing

Heater is Made of High-Grade Charcoal Iron, and Will Remain on Bottom of Tank Without Being Fastened Down.

The entire heater is cast in one piece, including the draft flue, takes on a uniform temperature and will not crack. Is 24 inches high (exclusive of pipe), and 12 inches in diameter. Has ash pan and grate, and basket, firepot and grate; ALL heavy cast iron.

Will burn any kind of fuel and with proper care will last a lifetime.

One farmer customer will lead to many others. Drop a line for full details.

"BAKER" Windmills, Pumps, Tanks, Pump Tanks. Prompt Shipments—Good Goods

The Heller-Aller Company

WINDSOR, ONTARIO

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today — now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingot, 90 p.c. pure, lb......62—65
Pattern, lb. 64

AMMUNITION

Remington Arms U.M.C. Co., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 40—2½% off; 22 Short Smokeless, 50—2½% off; 22 Long Rifle Lesmok and Smokeless, 30—2½% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; All other R. F. Ball Cartridges, 17½—5% off; All other R. F. Shot Cartridges, 20—15% off; Centre Fire Pistol and Rifle Ball Cartridges, 15½% advance; Centre Fire Pistol and Rifle Shot Cartridges, 4% off; Centre Fire Military and Sporting Ball Cartridges, 26½% advance; Centre Fire Military and Sporting Shot Cartridges, 15% advxance; Primed Shells and Bullets, 20% advance; Brass Shot Shells First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 15% off list; Nitro Club and Remington, 20—5%; Arrow, 25—10%. Ball caps, B.B. Caps, $2.30 per M net; C. B. Caps, $2.95 per M net; Blanks: R. F. 22 Short, $2.30 per M net; R. F. 32 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F. 38, STW., $10.45 net. Other blanks, 10% less than ball.

"Dominion" B. B. Caps, 45 and 5 p.c.; C. B. Caps, 40 and 2½ p.c.: 22 short, black, 40 and 2½; 22 short, smokeless, 50 and 2½; 22 long, black, 40 and 2½; 22 long, smokeless, 40 and 2½; 22 long, rifle, black, 30 and 2½; 22 long rifle, smokeless, 30 and 2½; other R. F. ball, 35 and 2½; other R. F. ball, 35 and 2½; R. F. shot, 35 and 2½; Pistol and rifle ball, 5 and 2½; Pistol and rifle shot, 5 and 2½; military and sporting, advance 10 p.c.; Primers, 2½; brass shot shells, 45 p.c.; "Winchester" B. B. Caps, 2.95 m net; C. B. Caps, 3.08 m net; 22 short, black, 20 and 15 p.c.; 22 short, smokeless, 30, 15 and 5; 22 long, black, 20 and 15; 22 long, smokeless, 20 and 15; 22 long rifle, black, 17½ and 5; Other R. F. black, 17½ and 5; Other R. F. ball, 17½ and 5 p.c.; R. F. shot, 20 and 15; Pistol and rifle ball, adv. 15½; Pistol and rifle, shot, 4; Military and sporting, adv. 26½; Primers, 2.47½ net; Brass shot shells, 30 and 10.

Smokeless, Grand Prix, Eley, 20 and 5 p.c.; "Crown" Black Powder, 15 and 7½%; "Sovereign" Bulk Smokeless Powder, 20 and 7½%; "Regal" Dense Smokeless Powder, 20 and 7½%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5 p.c.; Canuck Smokeless, 20 and 7½%; Empty shells, 27½%; 90 days net.

Shot standard, 100 lbs., Toronto, $10, Montreal, $9.75; net extras, as follows, subject to cash discount only; Chilled, $1.25 buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 40 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST

B.T.—8" 2 50
B.T.—10" 2 75
B.T.—12" 3 25

AXES

Forrester, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black, Diamond, doz. 9 00
Samson, single bit, doz..... 9 00
Samson, single bit, handled doz. 12 50
Samson double bit, doz..... 12 30
Samson flooring axes No. 2, doz. 9 75
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson

No. 2, doz., net 9 60
No. 3, doz., net 10 00
No. 4, doz., net 11 00
No. 5, doz., net 12 40
No. 6, doz., net 13 20

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 30c; No. 2, 21c; No. 3, 17c.

Tallman Brass & Metal Co. - Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A." "B." "C." "D." No. 1, 2 and 3.

Prices 6c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather)

Extra, 40 and 10 per cent.
Standard, 50 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE Montreal Toronto

Single bbls., gal.. 0 25 0 25
Drums, gal. 0 23½ 0 23

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 60 and 5%.
Carriage Bolts ($1), list, 7-16 in., 45 and 5%.
Machine Bolts, ⅜ in. dia. and smaller, 60 and 5%.
Machine Bolts, 7-16 in. dia. and larger, 50 and 5%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 50 and 5%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 45 and 5%.
Coach and Lag Screws, 65 and 5%.
Skein Bolts, 65-5 p.c.
Square Head Blank Bolts, 50%.
Bolt Ends, 50 p.c.
Plow Bolts, 50%.
Elevator Bolts, 50%.
Fancy Head Bolts, 40%.
Shaft Bolts ($3 list), 45 p.c.
Step Bolts, large head ($3) list 45 p.c.
Whiffletree Bolts, 40%.
Nuts, square, 3¼c off list.
Nuts, hexagon, 3½c off list.
Stove rods, per lb., 5½ to 6c.
Stove bolts, 82½%.
Tire bolts, 72½%.

BRASS Per lb.

Springs, sheets, 8" wide, up
Springs, sheets, 8" wide, up to 20 gauge 0 46
Rods, base ½ to 1" round 0 44
Tubing, seamless base ... 0 44½
Tubing, iron pipe size, 1" base 0 42
Copper tubing, same as brass.

BARS (Clothes)

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range)

30-gal. Standard, welded...$5 75
30-gal. Standard, riveted.... 6 00
30-gal. extra heavy 8 25

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22.... 4 25
No. 1, ⅜ inch rim, 18x24.... 4 75
No. 2, ⅜ inch rim, 18x28.... 5 25
No. 3, ⅜ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing)

Dairy, folding, doz. 13 80
Extension, 16-ft. top, doz.. 21 60
Size 12x60 ins., doz........ 6 50
Size 14x60 ins., doz........ 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash) Per doz.

Pony 1 50
Crown 2 95
Dandy 3 15
Improved Globe 3 15
Standard Globe 3 35
Neptune 3 35
Original Globe 3 65
Newmarket King 3 65
Victor (Glass) 4 25
Jubilee 3 65
Diamond King (Glass).... 4 50
Western King (Enamel).... 4 00

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 14 10
Weighted, 20 lbs., per doz. 16 89
Weighted, 25 lbs., per doz. 19 24

CANS

Milk cans and pails, 33 1-3%.
Creamery cans, 30, 5, 2½%.
Railway cans, 40 and 2½%.
Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 10%.
Common, cork-lined, 3%..

CEMENT AND FIREBRICK

Less than carload lots...... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English...2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, Mm., low.23 00 25 00
Fire clay, 2½-lb. tins. doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz......... 1 00
6 lb. tins, per doz., lb...... 0 05
25 lb. tins, per doz., lb...... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 18
Cement (in 5 and 10 gals.). 0 19
Cement (in 2 gals.)......... 0 25
Cement (in 1 gal.) 0 30

CHALK

Carpenter, per gross.. 0 65 0 80
Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross 0 20
Carpenter, white, gr.. 0 65 ....
Carpenter, blue, gr... 0 80 ....
Carpenter, red, gr.... 0 80 ...

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz...... 2 50
Common sold, ½, $1.25; ⅝, $1.65; ¾, $2.50; ⅞, $2.75; 1, $3.50.
Socket Chisels 75% off list; if B. edge, add 90c doz.

CHAIN

Proof coil, per 100 lbs., ¼, $9; 5-16, $5.90; ⅜, $4.95; 7-16, $4.55; ½, $4; 9-16, $4.20; ⅝ $4.10; ¾, $3.95; ⅞, $3.80; 1, $3.70
Electric Weld Coil Chain—BB, 3-16 in., $8.85 per 100 lbs.; ¼ in., $6.15 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.05 per 100 lbs.; 7-16 in., $3.85 per 100 lbs.; ½ in., $3.75 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37½%.

CLEANERS (VACUUM)

Eureka, Electric, each $35 00

COPPER Montreal Toronto

Castings ingot, see weekly report
Bars, ½ to 2 in.... 30 50 31 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.31 25 29 50
Copper sheet, tinned, 14x60, 14 oz. 34 75 35 00
Copper sheet, planished, 14x60 base. 41 25 38 00
Braziers' in sheets, 6x4 base 30 50 29 50

CORD (SASH)

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

COAL TAR

Crude coal tar, per bbl.... $4 50
Refined coal tar, per bbl... 5 00

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 3 30-3 50
All bright, 52 sheets....4 75-5 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 00	6 00	6 00
60 ..	6 25	6 25	6 25
20x28x47 ..	6 50	6 50	6 50
20x28x94 ..	13 00	13 00	13 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box
IC, 14x20 base ....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 5 50
IX, 14x20 base 6 50
IXX, 14x20 base 7 50
IXXX, 14x20 base 10 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 5 00
IX, 14x20 base 6 00
IXX, 14x20 base 7 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT

Bessemer Steel—
IC, 14x20 base 4 75
20x28, double box 9 50

CLOCKS, ALARM

Good Morning, each 0 80
Look Out 1 00
Big Ben, each 2 10
Baby Ben, each 2 10

CROWBARS 3¼c per lb.

DRILLS

Bit Stock Drills, 67½%.
Wood Drills, 42½%.
Straight Shank Drills, 65%.

W. G. HARRIS, Senr.
President

W. G. HARRIS, Junr.
Vice-President

THE

METAL MEN

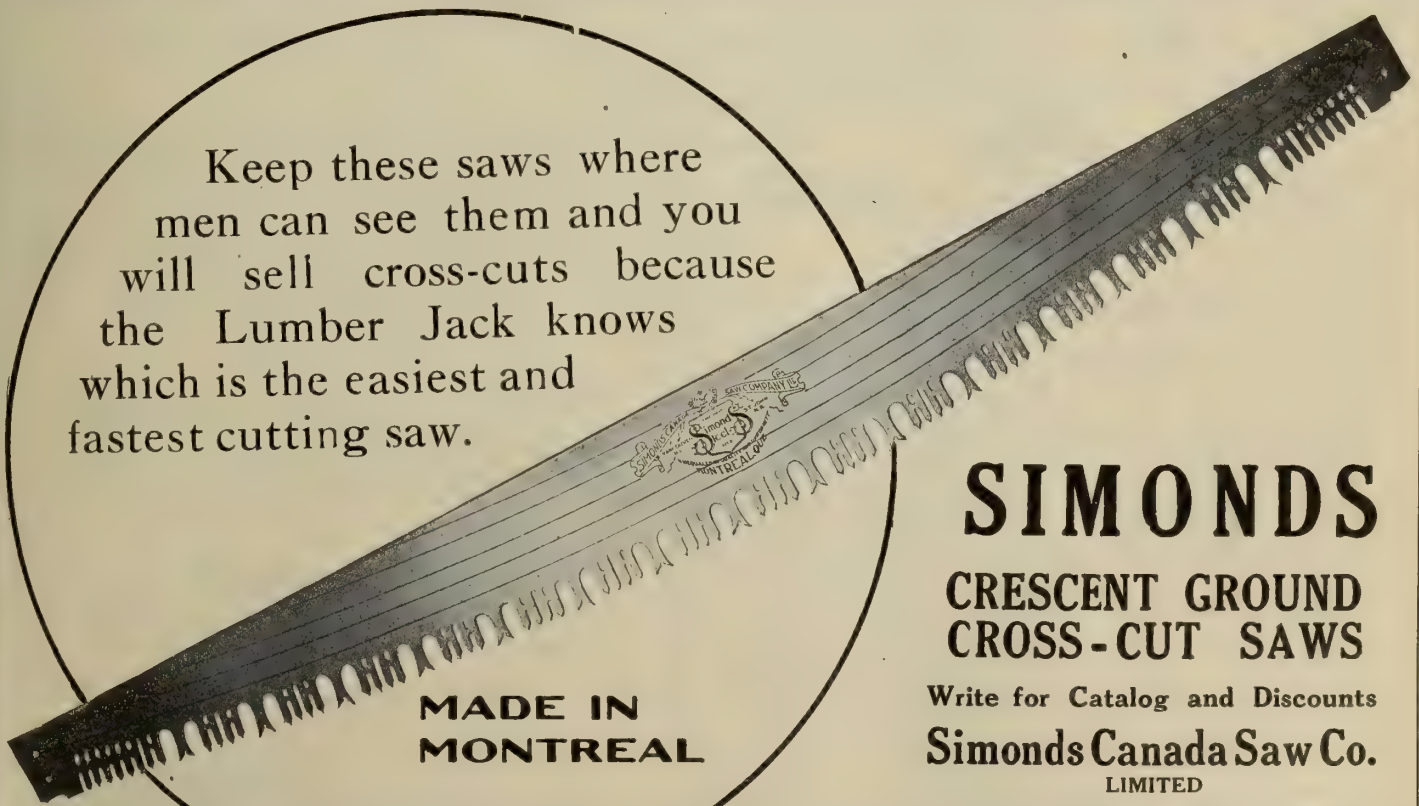
Appreciate Past Favors and to You and Yours
Wheresoe'er They Be

EXTEND BEST WISHES

THE CANADA METAL COMPANY, LIMITED

MONTREAL Fraser Avenue, TORONTO WINNIPEG

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



MADE IN MONTREAL

SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street and Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Red Arrow, net, doz........ 8 40

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base.	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American...	75
Kearney & Foot, Arcade...	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	62½
Nicholson	60—10
Globe	75

FITTINGS (IRON PIPE).

Canadian malleable, 30, 2½ per cent.; bushings, 60; flanged unions, 60; malleable bushings, 60; nipples, 77½; malleable lipped unions, 65; plugs, 60%.

London discounts: Malleable, 40%; bushings, 65 and 5%; bushings, 65 and 5%; plugs, 65%.

FIXTURES, STALL. Doz.

Hollow and pressed steel.. 0 75

Solid 1 20

Special Stall Fixture, 40%.

GASOLINE. Montreal.

Barrels 0 27

Drums 0 25½

Tank wagon 0 25

Toronto.

Any quantity, in bbls...... 25½

Drums, 40-gal., per gal.... 23½

Tank wagon 22

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 15

Smaller sizes extra.

HALTERS (SNAP AND RING).

Doz.

Russett rope shank, 1 in..	$ 7 75
Russett rope shank, 1¼ in.	9 25
Black rope shank, 1 in....	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL).

7-16 in., $13.50; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over..... 0 07

Masons, 5 lbs. and over... 0 07

Napping, up to 2 lbs..... 0 10½

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz........ 0 82

Axe, No. 1 hickory, doz..... 2 04

Axe, 2nd growth, doz....... 3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40%.

Railroad and navvy pick, 25%.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40%.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards-Wilcox, No. 021 B.D. Trolley, doz. pr.....		$7 50
R. W. No. 117 P.D. Hanger, full set		2 75
R. W. No. 321, per doz. pr.		12 00
Stearns wood track, Special.		
Zenith		9 00
Atlas, steel covered...	$5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 00
Storm King and safety hangers	....	5 75
Storm King rail	....	4 25
Crown	....	4 55
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5%.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP.

Net Prices.

Heavy.	Strap.	Tee.
4 in., doz. prs......	$1 20	$1 00
5 in., doz. prs......	1 44	1 16
6 in., doz. prs......	1 57	1 19
8 in., doz. prs......	2 13	1 60
10 in., doz. prs......	3 75	2 63
12 in., doz. prs......	4 66	4 32
14 in., doz. prs......	5 32	4 63

London price figured net at 37½%.

Light.		
3 in., doz. prs.....	0 35	0 35
4 in., doz. prs.....	0 42	0 39
5 in., doz. prs.....	0 50	0 45
6 in., doz. prs.....	0 60	0 53
8 in., doz. prs.....	0 88	0 63
10 in., doz. prs.....	1 23	0 84
12 in., doz. prs.....	2 10	1 58
14 in., doz. prs.....	....	1 93

Heavy tee and strap discount, 40%; Montreal, 37½%.

Light tee and strap discount, 67½%; Montreal, 65%.

Screw hook and strap hinge—

Under 12 in., per 100 lbs... 5 25

Over 14 in., per 100 lbs.... 4 50

Extra hooks for above, ⅝ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 65%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz. 2 40

Hoes, corn, doz. 4 73

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	3 00
No. 3, per doz.	1 70	3 50
No. 4, per doz.	1 80	4 00

HORESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $4; No. 1 and smaller, $4.40; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4 35; No. 1 and smaller, $4 60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special counter-sunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1 25; "Sharp" No. 2 and larger, $1 25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft...... 0 11

Corrugated, ¾ in., ft...... 0 14½

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c gross.

IRON AND STEEL.

	Montreal	Toronto
Angles ....base	2 75	2 75
Common bar, per 100 lbs.	2 35	2 50
Refined iron, per 100 lbs.	2 60	2 95
Horseshoe iron, per 100 lbs.	2 60	2 85
Norway iron	5 25	5 25
Mild steel	2 55	2 75
Band steel	2 55	2 50
Sleigh shoe steel ..	2 55	2 60
Domestic	2 55	2 50
Reeled machinery steel	3 20	3 50
Tire steel	2 65	2 75
Toe calk steel	3 50	3 50
Mining cast steel, per lb.	0 09½	0 09
Cammell Laird, lb.	....	0 17
Sheet cast steel, lb.	0 15	0 15
Black Diamond tool steel, per lb.	0 09½	0 11
Silver tool steel, lb.	0 15½	0 17
Spring steel	3 30	3 50

COLD ROLLED SHAFTING.

7-16 to 9-16 in. 0 06

⅝ to 11-16 .... 0 05¾

¾ to 1 7-16 .... 0 05¼

2 to 3 .... 0 05

Montreal, 25%; Toronto, 25%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $11 00

72x30, 26 gauge, case lots.. 11 50

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 85
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Mechanic	25c ft.
Hercules	23c ft.
Decorator ....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16 ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft..	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$ 2 80	44 ft.....	$ 8 36
24 ft.....	3 36	48 ft.....	11 52
28 ft.....	3 92	52 ft.....	12 48
32 ft.....	5 12	56 ft.....	16 24
36 ft.....	5 76	60 ft.....	17 40
10 ft.....	7 60		

(Common Extension)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 10
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single)

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$10 40
Banner Junior	10 20
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 75
Brass, well japanned	9 65
All brass	24 25
Little Bobs A.C., doz......	2 00
Copper, well jap'd.	11 25

LANTERN GLOBES.

Cold blast, short	0 60
Cold blast	0 60
Cold blast, London	0 50
Prism globes	1 20
Cold blast, short ruby	2 60
Cold blast, common ruby...	2 00

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

26-gauge, painted metal lath	0 11
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 19
23-gauge, galv. metal lath..	0 21

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

	Montreal	Toronto
Sheets, 3 lb. sq. ft..	9 00	9 50
Sheets, 3½ lb. sq. ft.	8 75	9 25
Sheets, 4 to 6 lbs. sq. ft.	8 75	9 25

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb extra.

LINES, PLOUGH.

Russian hemp, $3.35 doz. pair.

Bleached flax, $5.45 doz. pair.

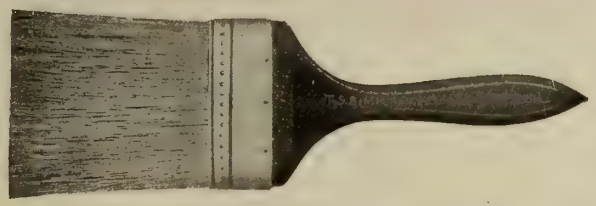
MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, com-	
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50

Discount, 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, NET $6.

Sterling ....Net		9 50
B.T. Bonnie, style A...	"	4 25
B.T. Bonnie, style B...	"	4 50
B.T. Ideal	"	6 00
B.T. Ideal Water Motor	"	12 00
B.T. Cyclone	"	6 00
B.T. Cyclone Water Motor	"	12 00
B.T. Vollmar, No. 2....	"	6 00
B.T. Vollmar, No. 3....	"	6 50



Profits in Brushes

Are had from carrying the kinds that

Bring Repeat Orders; Make Your Customers Your Friends; Are Reasonable in Price; Have Plenty of Snap; Are Nicely Finished; Require No "Breaking In"; Are Properly Balanced; Wear Well; Build up Your Business, and are

ABSOLUTELY GUARANTEED

By a Reliable Manufacturer.

SIMMS BRUSHES

Meet these requirements and more

A simple request to your jobber will bring you samples and prices of this line of Brushes, the most complete of any

MADE IN CANADA

If your jobber does not carry them write us, and we will see that you are served. Give us the opportunity to show you the facts we have back of the assertions we are making Visit our plant—the most modern in equipment, the largest in Canada—and see us make these

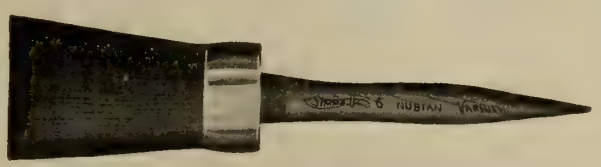
BETTER BRUSHES

See for yourself the methods and equipment used that make it possible for us to produce **Quality Brushes** at a price no higher than for the common kinds.

T. S. Simms & Co.

Limited

St. John (Fairville), N. B.



Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST FOR MANY GENERATIONS

It is made throughout on their own **premises,** from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made, Both haft and blade."

TRADE-MARKS

	"BUTLER"	ART
Regd. A.D. 1681	1768	1861

Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Table and Pocket Knives, Razors and Scissors

GOLD MEDALS—GRAND PRIX

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

HIGHEST AWARD

At the Panama-Pacific Exposition

Gold Medal

Flashlights

Universally recognized as **supreme** in **quality** and **service.** Get your share of the big and steadily increasing demand for quality flashlights.

Franco "Gold-Medal" Flashlights are absolutely guaranteed to give your customers real satisfaction. Every part is made in our own factories by skilled and experienced workmen.

Better flashlights **can not** be made.

The need for renewal batteries and bulbs always keep customers coming into your store.

Prices are reasonable—profits are large and steady. Get in a stock of these "Gold-Medal" Flashlights **now.** You'll find them quick sellers.

Our latest catalog, listing over 400 profitable, ready selling articles and dealers' proposition, will surely interest you. Send for it **now.**

Franco products sold through various distributors at convenient location to ensure prompt deliveries.

Interstate Electric Novelty Co.

of Canada Limited

220 King St. W. - Toronto, Ontario

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in. .. 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 3 65
Caulking, No. 8, oak 17 80

MANGLES

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED Doz.

Size glass, 4 x 6 .... 1 00
Size glass, 5 x 7 .... 1 25
Size glass, 6 x 9 .... 1 60
Size glass, 7 x 9 .... 1 75
Size glass, 8 x 10 .... 2 00
Size glass, 9 x 12 .... 2 60
Size glass, 10 x 14 .... 3 10
Size glass, 10 x 17 .... 3 75

MOPS

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 30
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 5 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz. 1 35

NAILS

Standard steel wire nails, Toronto, $2.85 base; Montreal, $2.90 base; London, $2.85 base; Collingwood and Owen Sound, $2.90 base.

Cut nails — Montreal, $2.70; Toronto, $2.90; London, $2.95.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.45, Montreal base.

Galvanized roofing nails, $7.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY

Prices withdrawn.

POULTRY FENCING

Per rod

Invincible, 1640 .... 0 56
Invincible, 1848 .... 0 61
Invincible, 2060 .... 0 67
Put up in 10, 20 and 30-rod rolls

OAKUM Per 100 lbs.

Best (American) 10 75
U.S. Navy (American)..... 10 00
New hemp (English)...... 8 00
U.S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 50

OIL

Can. prime white petrol	0 13	0 12½
Royalite	0 13	0 13
Palacine	0 15½	0 16½
Castor Oil, per lb.	0 15½	0 16½
Black Oil (Summer)	0 12½	0 12½
Black Oil (Winter)	0 14½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS

F.o.b. Toronto.

Tea lead, pack, 4¼c lb.
Tea lead, chest, 4¼c lb.
Lead (heavy) pipe, etc., 5¼c.
Brass, heavy, 11½c lb.
Brass, light, 9½c lb.
Zinc, heavy, 12¾c lb.
Copper, heavy, 16¼c lb.
Old cast iron, $12 per ton.
Wrought iron, No. 1, $10.50 ton.
Wrought iron, No. 2, $8 per ton.
Stove plate, $8.50 per ton.
Mach. compos., No. 1, 12¼c lb.
Compos. turnings, No. 1, 11c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING (JUTE)

Per Coil Lots

Fine jute, lb. 0 08¾
Coarse, sewer, lb. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Resin sized Fibre, per roll. 0 42

Per 400 ft. roll

Tarred Fibre, No. 1 .... 0 62
Tarred Fibre, No. 2 .... 0 43
Tarred Fibre, Cyclone 0 62
Dry Cyclone 0 50
Tarred Fibre, Good Luck Brand 0 62
Dry Fibre, Good Luck Brand 0 50
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 .... 0 50
Plain fibre, No. 2 28-30

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 75
Carpet felt, 20 oz. 2 35
Asbestos Bldg. 3 25
Tarred felt, Dominion, 7 oz. 2 45
Heavy fibre, 32 ft. x 60 ft.. 2 00
Oiled waterproof building paper, 600 sq. ft. roll ... 1 05

PICKS (CLAY)

5 to 6 lbs., doz. 3 20
7 lbs., doz. 3 50
7 to 8 lbs., doz. 3 85
8 lbs., doz. 4 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) ... 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld Size	Per 100 feet Black	Galv.
¼ in. and ⅜ in.	$ 2 40	$ 3 81
½ in.	2 98	4 63
¾ in.	3 45	5 69
1 in.	5 10	8 42
1¼ in.	6 90	11 39
1½ in.	8 25	13 61
2 in.	11 10	18 32
2½ in.	17 55	28 96
3 in.	22 95	38 87
3½ in.	27 60	45 54
4 in.	32 70	53 96

Lapweld.

2 in.	$ 12 58	$ 19 80
2½ in.	18 14	29 54
3 in.	23 72	38 63
3½ in.	28 52	46 46
4 in.	33 79	55 05
4½ in.	41 91	66 68
5 in.	48 84	77 70
6 in.	63 36	100 80
7 in.	85 68	136 90
8 in.x25 lbs. per ft.	90 00	143 80
8 in.x28 lbs. per ft.	103 70	165 60
9 in.	124 20	198 40
10 in.x32 lbs. per ft.	115 20	184 00
10 in.x40 lbs. per ft.	148 30	236 90

PIPE (LEAD)

Lead pipe, $10.
Lead waste pipe, $11.
Traps and bends, 25 p.c. off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths... 4 00
3 inch, in 10-ft. lengths... 4 85
4 inch, in 10-ft. lengths... 6 10
5 inch, in 10-ft. lengths... 8 75
6 inch, in 10-ft. lengths... 10 65

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 75	2 75
Heads, per 100 lbs.	3 00	3 00
Tank plates, 3-16 inch	3 00	3 00

PLUGS (METAL)

Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH Doz.

O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS

B.T.—Fig. 600 .... 3 75
B.T.—Fig. 700 .... 6 00
B.T.—Fig. 800 .... 8 50
B.T.—Fig. 900 .... 10 00

REELS, HOSE

Plain, wood, each 0 75
Plain, wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS

Iron rivets, blacked and tinned, 65%.

Iron burrs, 65%.

Copper rivets, usual proportion of burrs, 20 p.c.; burrs, net.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING Per roll

Tarred felt (7-10-16 oz.).... 2 45
2 ply R.R. 0 85
3 ply R.R. 1 10
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Carpet felt 2 75 3 00
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 85
Ready 3-ply, Shield, per roll 1 10
Compo Certainteed, 1 ply... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply... 2 10
Liquid roofing cement, per gal, in barrels 0 18
Roofing caps, per lb. 0 04¼
Roofing nails, per lb. 0 05

F.o.b. Toronto, London, Montreal.

ROPE lb.

Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 11½
Single lath yarn basis 10¾
Double lath yarn 11¼
Hemp, deep sea line basis.. 29
Hemp, tarred ratline basis.. 25
Hemp, tarred bolt rope basis 27
Marline and Houseline 27
Jute rope basis 11½
Italian rope basis 28

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in. 0 25
¼ in. and larger 0 23

Sisal Clothes Line.

3 ply, 30 ft. 0 45
3 ply, 40 ft. 0 60
3 ply, 48 ft. 0 72
3 ply, 60 ft. 0 90
3 ply, 72 ft. 1 08
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 75
6 ply, 100 ft. 2 40

SAWS

Simonds' Hand, 15 per cent.

SCALES

Imperial Standard ....30 p.c.
Champion Even Balance ...45 p.c.
Champion Union ....50 p.c.
Champion Platform ....45 p.c.
Gurney Standard ....30 p.c.
Union Scale ....50 p.c.
Union Even Balance ......50 p.c.
Fairbanks Standard Scales.30 p.c.
Crown Even Balance ......45 p.c.
Richelieu Union Scale ...50 p.c.
Dominion Platform Scales.45 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SCOOPS (FURNACE) Doz.

D Handle ....$ 3 60
L Handle 3 60

SCRAPERS. Doz.

Medium $2 15
Heavy 3 60

SCREWS (MACHINE)

Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS

Wood, F. H., bright, 85, 10, 10%.
Wood, R. H., bright, 80, 10, 10%.
O.H., bright, 80, 10, 10% off list.

Per cent.

Wood, F.H., brass 67½
Wood, R.H., brass 65
Wood, F.H., bronze 60
Wood, R.H., bronze........ 57½
Drive screws 65 10 10
Set case hardened 65 10
Square cap 60 10
Hexagon cap 60 10
Bench, wood, per doz. $5 00
Bench iron, per doz. 4 25

SCYTHES

Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25
Samson 9 25

SCYTHE SNATHS

No. 1, per doz. 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES

Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK)

	Montreal	Toronto
10 gauge	3 20	3 20
12 gauge	3 25	3 25
14 gauge	3 05	3 05
16 gauge	3 10	3 10
18-20 gauge	3 25	3 25
22-24 gauge	3 35	3 35
26 gauge	3 40	3 40
28 gauge	3 50	3 50

SHEETS (Case Lots)

Corrugated, galv.

18 gauge, per square 14 00
20 gauge, per square 11 00
22 gauge, per square 9 00
24 gauge, per square 7 50
26 gauge, per square 5 25
28 gauge, per square 5 00

Discount to dealers 10 p.c.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16	....	....	4 50
16-20	5 40	5 15	....
18-20	....	. ..	4 70
22	....	. ..	4 95
22-24	5 50	5 30	....
24	....	....	5 00
26	5 75	5 45	5 80
28	6 00	5 75	6 10

"Premier" galvanized sheets — 10¾ oz., $5.75; U.S. No. 28, $5.50; U.S. No. 26, $5.25; 22 and 24-gauge, $5; 18 and 20-gauge, $4.80; 16-gauge, $4.20; 14-gauge, $4.40.

Colborne Crown — 16-20 gauge, $4.80; 22-24 gauge, $5; 26-gauge, $5.25; 28 gauge, $5.50.

Apollo Brand.	Montreal	Toronto
14 gauge	4 40	3 90
16 gauge	4 40	4 05
18-20 gauge	4 60	4 20
22-24 gauge	4 70	4 35
26 gauge	4 80	5 00
28 gauge	5 30	5 30
10¾ ozs.	5 50	5 50

Add 25c for less than case lots

THE TURPENTINE PRODUCERS' AGENCY

261 Macdonell Ave., Toronto

Agents for

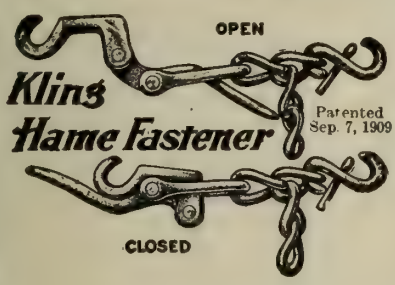
LINSEED OILS

DIRECT IMPORTERS OF

TURPENTINE

Lowest Quotations by Wire or Letter

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street Toronto, Ontario

SALES AGENTS

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

The G.G.G. Hame Fastener

Made in Canada

Designed for Safety, Strength and Durability

Will not open of itself when in use and will not break under the heaviest strain. Outwears a dozen straps.

WE GUARANTEE EVERY FASTENER AND PROTECT DEALERS AGAINST UNFAIR COMPETITION BY NOT SELLING TO CUT-RATE MAIL ORDER HOUSES.

It means sure-satisfaction to customers and a good profit for dealers.

Drop a line for price.

Manufactured by

The Imperial Mfg. Company

Welland, Ontario

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

SHELLERS, CORN

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 75

SHOVELS AND SPADES

	1st	2nd	4th
Shovels	50 and 10	50	40 p.c.
Socket sc'ps.	40 and 12½		40 & 5

Rivet scoops, 45%.
Drain tools, 50 and 10%.
Hollow backs and sand..50 and 10 40

Riveted back scoops, 1st, 2nd and 3rd grades, 45%.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

Shovels, snow, 35%.

SHINGLES Per square

Standard galvanized $5 50
Shipping weight, 90 lbs.
Standard painted 3 50
Shipping weight, 80 lbs.

SIDING

Standard galvanized $4 75
Ordinary galvanized 4 45
Standard painted 2 95
Ordinary painted 2 75

SINKS

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $3.80; 18x36, $5.25.

SNAPS

Harness, 25 per cent.

SOLDER Montreal Toronto

See weekly report.

SOLDERING COPPERS.

Base, per lb., 35 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 22½
Easy 0 22¼
Star Extra 0 23¾
Strictly standard wiping. 0 24

SPELTER

See weekly report.

STAPLES Per cwt.

	Montreal	Toronto
Fence staples, galv., in kegs	4 05	4 05
Fence staples, galv., 25-lb. boxes	4 30	4 30
Fence staples, bright, in kegs..	3 20	3 20
Fence staples, bright, in 25-lb. boxes	3 45	3 45
Poultry netting staples, 10-lb. boxes		6 85
Poultry netting staples, 25-lb. boxes		6 45
Poultry netting staples, 100-lb. boxes		6 05
Solid, 3 to 30 lbs., per cwt..		1 60

Bright spear point, 75 p.c.

STRETCHERS (CURTAIN)

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET Bissell's

Univ. Japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing.. 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen, N.P., ball-bear. 32 00
Parlor 35 00

SWINGS

Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 4 25
Ontario, 4-passenger, each.. 4 80
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 p.c.; carpet tacks, tinned, 75 and 15 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 70 and 12½ p.c.; cut tacks, ¼ cut tacks, blued and tinned, in weights, 40 and 20 p.c.; Swedes, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ pc.; copper tacks, 45 p.c.

NAILS

Copper nails, 33 1-3, 5%; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons, 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST

Shoe tacks, in dozens, 45 per cent.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 40 and 15; soft steel nails, 40 and 15; iron nails, 40 and 15; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe, 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 50 and 10; brass cobblers' rivets, 15 and 7½.

Above list is under revision. See panel on page 43 of last week's issue.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz. 3 00
Ass skin, No. 714, 66 ft., doz. 3 55
Linen, No. 404, 66 ft., each 1 25
Metallic, No. 603, 50 ft., ea. 1 52
Challenge steel, No. 263, 50 ft., each 2 90
Challenge steel, No. 266, 100 feet 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL)

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW

Open Ring, Closed Ring, 50 p.c.
3 Chain and 4 Chain, 50 p.c.
Stall Fixture Bars, 40%.
Tie Out Chains, 80%.

TIN

See weekly report.

TINNERS' TRIMMINGS

Discount, 40%.
Plain, 70%.
Re-tinned, 70%.

TOOLS, HARVEST

Ordinary brands, 40, 12½ p.c.
Samson and Sovereign, 40 and 7½ p.c.

TRACK

B.T. Double Angle ....11c ft.
B.T. Double T. ....10c ft.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 23½
3-ply 0 21½

TUBES

Boiler Tubes

	Montreal	Toronto
100 ft., 1½ in.	14 00	14 00
100 ft., 2 in.	10 00	10 00
100 ft., 2¼ in.	11 00	11 00
100 ft., 2½ in.	12 85	12 85
100 ft., 3 in.	13 30	13 30
100 ft., 3½ in.	16 25	16 25
100 ft., 4 in.	20 75	20 75

TUBS

Samson Galvanized

No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40

Hercules

No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40

Common Galvanized

No. 0, doz. 6 66
No. 1, doz. 8 93
No. 2, doz. 9 72
No. 3, doz. 11 09

Per nest

Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3... 2 95

WOOD TUBS

No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

Ground work, 65 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 65 p.c.
Cushion work, 55 p.c.
Fuller work, 60 and 10 p.c.; No. 0, 60, 10 p.c..; and 1 and 2 basin cocks, 60 p.c.
Flatway stop and stop and waste cocks, 65 and 5 p.c.; roundway, 65 and 5 p.c.
J. M. T. Globe, Angle and Check Valves, 45 and 5%; Standard, 57½%.
J. M. T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper boiler and tea kettle pitts, 10%.

WARE, ENAMELED.

White ware, 70 and 10%.

Canada, Diamond, Premier, 50 and 2½%.

Pearl, Imperial and Colonial steel, 60 and 10%.

Star decorated steel, 20, 10, 5 p.c.

Hollow ware, tinned steel, 40 p.c. off.

Enamelled street signs, on application.

GALVANIZED WARE

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Galvanized coal hods, 20%.

Other lines, 20%.

WARE, TIN, PIECED

Discount, 33 1-3 p.c.

10-qt. flaring sap buckets, 33 1-3 p.c.

6, 10 and 14-qt. flaring pails, 33 1-3 p.c.

Copper bottom tea kettles and boilers, 20 p.c.

Coal hods, 33 1-3 p.c.

WARE, STAMPED

Plain, 70%.
Retinned, 70%.
Tinners' trimmings, 70 and 10%.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS Horse, 3¾c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...26 25
Garden, steel wheel, doz...39 60
Light garden, per doz.....30 00
Heavy garden, L-side.......36 30
Heavy farm, solid side.....39 60

WHIFFLETREES

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins., per doz. 8 75
Tubular steel, 36 ins., per doz. 9 75
Tubular steel neckyokes, 36 inches, per doz. 12 00
Tubular steel doubletrees, 40 inches, per doz. 12 50
Tubular steel lumberman's, 44 inches, per doz. 13 00

WIRE. Copper wire, 30%.

Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5 p.c.

Annealed Cut Hay Baling Wire, No. 9, $4; No. 10, $4.05; No. 11, $4.15; No. 12 and 13, $4.25; No. 13½, $4.35; No. 14, $4.50; No. 15, $4.75; in lengths 6 feet to 11 feet, discounts 10 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized)

4 mesh 7 70
6 mesh 8 15

WIRE, CLOTHES LINE

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.25; No. 18, $3; No. 19, $2.50. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL

Discounts 20 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal, No. 13, $3.05; No. 14, $3.10; No. 15, $3.20; No. 14, $3.40 London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $3.00 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, 1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.70 per 100 sq. ft.; in 50-ft. rolls, $1.75 per 100 sq. ft.

Bronze screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE) Per cwt.

	Toronto	Montreal
Barb		3 85
No. 9, coil spring.		3 50
No. 9, plain galv..		3 45
No. 12, plain galv.		3 65
No. 12, plain galv.		3 70
O. & A., No. 10....	3 16	3 16
O. & A., No. 11....	3 22	3 22
O. & A., No. 12....	3 25	3 25

F.o.b. London: Barb, $3.45; No. 9, gal., $3.10; No. 12, gal., $3.25; No. 13, gal., $3.35; No. 9, coil spring, $3.15.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅝, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES

Single Loop— Per cwt

No. 12 ....$ 3 35
No. 13 .... 3 45
No. 13½ 3 50
No. 14 .... 3 60
No. 15 .... 3 80

WRINGERS, MOP

Royal Can., 11 in., doz. list 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 .... 42 00
Waverley, B.B. 49 50
Waverley, plain 45 25
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES

Trimo, 65 per cent. off list.

WRINGERS—Less 20 p.c.

White, No. 2, each $1 00
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET)

	Montreal	Toronto
5 cwt. casks	0 27½	0 23¾
Part cask	0 28	0 24

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

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through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

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OF CANADA

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Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL (WOOD)

5 gal. lots, per gal., $1.10.

BEESWAX

Per lb., 38c.

BRONZING LIQUID

Bronzing liquid, No. 1 ...$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $14 10
Weighted, 20 lbs., doz. ... 16 89

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 0 09
Burnt Umber, 100 lb. 0 09
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 09
Imp. green, 100 lb. kegs .. 0 11
Chrome green, pure 0 17
Italian red, 100 lb. kegs.. 0 04
Brunswick green, 100 lb. k. 0 06
Indian red, 100 lb. kegs .. 0 10
Indian red. No. 1, 100 lb. k. 0 04
Venetian red, best bright. 0 03
Venetian red, No. 1 .... 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02½
Spruce ochre, 100 lb. kegs 0 02¼
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 16
Chrome yellow, pure 0 25
Golden ochre, pure 0 16
French spruce ochre, pure 0 14
Chrome green, pure 0 13
French permanent green, pure 0 17
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons 0 06

DRIERS

Patent 25-lb. tins, 8c lb.; patent 1 lb. tins, 11 c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel 4 10
Anchor Floorlustre 2 10
O.P.W. Sunshine White... 3 80
Old Dutch Enamel 4 00
Jas-per-lac floor enamel.. 2 00
Jas-per-lac art enamel.... 2 85
Mooramel 4 00

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB 1 65

GLUE Per lb.

French medal 0 15
English common sheet ... 0 14
English prima 0 17
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 20
Gelatine, 112 lb. bags 0 28
Ground glues, 112 lb. bags—
No. 1 .... 0 15
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star
Under 25	$ 7 80
26 to 34	8 15
35 to 40	8 50
41 to 50	11 75
51 to 60	12 25
61 to 70	13 10
71 to 80	14 75
81 to 84	....
85 to 90	....
91 to 94	....
95 to 100	....
101 to 105	....
106 to 110	....

Double Diamond.

Size United Inches.	
Under 25	$11 90
26 to 34	12 85
35 to 40	13 60
41 to 50	15 50
51 to 60	15 85
61 to 70	16 80
71 to 80	18 35
81 to 84	22 75
85 to 90	24 35
91 to 94	25 00
95 to 100	29 00
101 to 105	32 00
106 to 110	37 00

Discount 30 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 35
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

With the following discounts: Any quantity up to 35 cases, 35 and 5%.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5% off list, delivered.

City discount, 45 and 5% off Toronto.

Country discount, 37½% off list, delivered.

City, 42½% off list.

GLAZERS' POINTS.

Zinc coated, 13½ to 18c per lb.
Zinc, pure, 40c per lb.

WHITE LEAD.

(Ground in oil)

Prices per 100 lbs. in ton lots.

Brandram's B.B. Genuine $11.50 less than ton lots. Ton lots less 5%.

James Genuine, $12.35 less than ton lots. Ton lots less 5%.

	Montreal	Toronto
"Anchor Pure"	$10 05	$10 20
C.P. Co. Decorators Pure	10 05	10 20
Crown and Anchor.	10 25	10 40
Elephant Genuine..	10 35	10 50
Green Seal	10 05	10 20
Moore's Pure White Lead	10 35	10 20
O.P.W. Pure English	....	10 40
O.P.W. Decorators Pure	....	10 20
Painters' Perfect ..	9 30	9 45
Ramsay's Pure Lead	10 05	10 20
Ramsay's Exterior.	9 50	9 70
Tiger Pure	10 05	10 20

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt....	9 25	9 25
Genuine, 100-pound kegs, per cwt.	9 62½	9 65
Less quantity	....	10 65

LEAD, ARSENATE OF

(in Paste.)

1 lb. pkgs., 100 lb. lots..$19 00
2 lb. pkgs., per 100 lbs... 16 00
5 lb. pkgs., per 100 lbs... 12 00
25 lb. pkgs., per 100 lbs... 11 00
100 lb. pkgs., per 100 lbs... 9 75
200 lb. kegs, per 100 lbs... 9 60
300 lb. kegs, per 100 lbs... 9 25
600 lb. casks, per 100 lbs... 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls....See weekly report

PAINTS, PREPARED.

Per gallon (in quarts)

Brandram-Henderson's "English" $2 20
Benjamin Moore's "Egyptian" Brand 1 45
Canada Paint Co.'s Pure.... 2 20
Elephant 1 95
Fresco Tone 2 05
Jamieson's Crown and Anchor 1 90
Jamieson's Island City 1 95
Martin Senour 100% Pure... 2 20
Minerva 2 20
Moore House Colors 1 85
O.P.W. Canada Brand, Pure 2 00
O.P.W. Canada Brand, Floor 1 90
O.P.W. Canada Brand, Flat Wall 2 00
Ramsay's Pure 2 00
Ramsay's Thistle 1 60
Stephens' House Paint (Wpg.) 2 25
Stephens' Floor Paint (Wpg.) 1 95
Senour's Floor Paint 2 00
Senour's Porch Paint 2 20
Sherwin-Williams 2 20
Flat tone 2 10

PARIS, PLASTER.

Per bbl., London 2 25

PRIMER.

Luxeberry Primer $2 25

PASTE WOOD FILLER.

	Pound.
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ Barrels	0 06½
Barrels	0 06

PUTTY. Standard

	Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums.	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls....	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR.)

Half pint tins, per doz...... 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER.

Taxite 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal. 2 75

TURPENTINE.

Montreal Toronto

See weekly report for prices.

SLATING. Gal.

Liquid Slating, B.B. ......$ 3 00

STAINS. Gal

Oil & Spirit, Berry Bros....$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stains 1 60
Sun Varnish Stains 2 00

VARNISHES. Per Gal. cans

Brandram-Henderson, Ltd., "Gold Medal" 1 80
Copaline Varnish 2 25
C. P. Co.'s Sun Varnish ... 2 25
Dependon Light Hard Oil Finish 1 55
Dulgloss 3 00
"Dreadnought" floor varnish 2 30
"Dreadnought" spar varnish 2 30
"Dreadnought" varnish (gloss) 1 90
"Dreadnought" varnish (eggshell) 1 90
"Dreadnought" hard oil finish 1 20
"Dreadnought" interior varnish 1 20
"Dreadnought" terebene dryer 1 60
"Dreadnought" bronzing liquid 1 05
Elastic Oak 1 70
Elastic Interior 2 80
Elastic Exterior 3 00
Elastic Excello 2 00
Everlastic (Floor) 2 30
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite floor finish 2 25
Jas-per-ite exterior finishing 2 00
Jas-per-ite pale hard oil ... 1 60
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spar 4 25
Kyanize stains 3 25
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry white 4 50
Luxeberry spar 4 10
Luxeberry exterior 4 50
Mar-Not 2 70
Pure White Shellac Varnish 1 90
Pure Orange Shellac Varnish 1 75
Sherwin-Williams "Kopal" Varnish 2 50
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Watproof Floor Finish 2 50
Sun-Spar Varnish 4 00

WATER PAINTS.

Opalite, 300 lb. bbls....... 0 07
Opalite, 100 lb. kegs....... 0 07½
1 gal. package, per pkg..... 0 45
½ gal. package, per pkg.. 0 25
Coralite, 5-lb. pkgs. 0 04

WASTE (POLISHING).

Cream 0 15

WASTE, WHITE WIPING.

XXX Extra 0 12½
X Grand 0 11¾
XLCR 0 11
X Empire 0 10½
X Press 0 09½

WASTE, COLORED WIPING.

Fancy 0 09
Lion 0 08¼
Standard 0 07½
Popular 0 06¾
Keen 0 06

WASTE, WOOL PACKING.

Arrow 0 20
Axle 0 14
Anvil 0 10
Anchor 0 08

WIPERS, WASHED COTTON.

Select White 0 08½
Mixed Colored 0 06¼
Dark Colored 0 05¼

This line subject to trade discount for quantity.

WAX. Per lb

C.P. Floor Wax 0 30
Ronuk Floor Wax, lb..... 0 38
Berry Bros. 0 37
Anchor 0 32
Old English 0 41
Johnsons 0 41

WHITING.

Paris white 1 25
Plain, in bbls. 1 00
Gilders, bolted, in bbls..... 1 25

Per 100 lbs.

WAREHOUSE DEPARTMENT

At Your Service

Pays Good Profits to Hardware Dealers

Let us have your name and address so that we can send you our monthly stock list regularly.

Send us your sorting orders for heavy hardware. Our stock on hand is very complete, and we can ship same day as order is received.

Our big foundry and machine shops are equipped to rush your orders for machinery or special equipment.

We supply power transmission machinery for grain elevators, saw mills, mines, etc., either new or repair work. Machinery repairs a specialty.

We offer you both service and price equal, or even better than you can obtain elsewhere.

Manitoba Bridge & Iron Works, Ltd.
WINNIPEG

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg ......$ 7 50
Shot, soft, per cwt., $12.25; chilled, $13.50; buckshot, $13.05; ball, $13.45.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 12½c; 57 to 70 lbs., 11c; 71 to 83 lbs., 10c; 84 lbs. and over, 9½c.

AUGUR BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lbs, $7.75; 3, 3½ and 4 lbs., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35%; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $3.00; Swedish iron, $4.25; sleigh shoe steel, $3.25; spring steel, $3.75; machinery steel, $4.00; tool steel, Black Diamond, 100 lbs., $9.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber, 60 and 10% off list.
Leather.
Agricultural leather belting. 66 2-3% off list.
No. 1, 66 2-3 p.c. off list.
Standard, 50 and 10% off list.
The "double" list is just twice he price of "single."

BELT LACING.
In sides, tanned, $1.10 per lb.; cut, $1.20 per lb.; rawhide, sides. $1.05; cut, $1.15.

BOILER TUBES.
2 in., per foot, 10¼c; 2½ in., 14½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 50 and 5%; 7-16 and larger, 40 and 2½%; machine, ⅜ and under, 50 and 5%; 7-16 and over, 40 and 2½%; machine set screws, 65¶; plough bolts, 40%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 40 and 5%; 7-16 and up, 30 and 5¶.
Above prices under revision. See weekly report.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10; ¼, $7.25, 5-16, $5.85; ⅜, $5; 7-16, $4.75; ½, $4.50; 9-16, $4.50;' ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; tie out, 70 and 10%.

CHURNS.
Barrel, No. 0, $5.40; No. 1, $5.40; No. 2, $6; No. 3, $6.60; No. 4, $7.80 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 25% off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering irons, 40c base.

DRILLS.
Bit stock, 60%; Blacksmith, ½ in., round shank, 55%.
Eavestrough, 8", per 100 ft., $3.55; 10 in., $4.30; 12 in., $5.20.
Conductor pipe, 2 in., per 100 ft., $4.20; 3 in., $4.85; 4 in., $6.

ENAMELWARE.
Canada, 40, 10 and 5; Imperial, 50, 17½; Premier, 40, 10, 5; Colonial, 50, 17½; white, 70, 2½; diamond, 40, 10, 5; pearl, 50 and 17½%.

FERRULES AND RINGS.
30% off.

FILES. Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON GALVANIZED	Apollo and "Fleur de Lis"	"Queen's Head"
10¾ oz. or 28 Eng.	65 2	6 25
28 Am. or 26 Eng.	6 00	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 20	5 25
18 20 Am. & Eng..	5 00	5 25
16 Am. and Eng...	4 85	5 10

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short, globe, doz...	7 50

LEAD PIPE, $9.90, $10.90.

LEAD WASTE, $10.90.

LINSEED OIL
Raw, per gal., 98c; boiled, per gal., $1.01.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS
Wire, f.o.b. Fort William, $2.95 base; Winnipeg, $3.35 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 per cent. off list.

NETTING. Poultry, 50 per cent.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS
Square and hex., small lots, net list; case, 2c per lb. off.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 14	$....
1 gal., dome top.....	2 60	3 65
2 gal., dome top.....	4 05	6 00
3 gal., dome top.....	5 20	8 65
5 gal., dome top.....	6 46	10 75

OILS
Silver Star oil, 18½c gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $12.50; 13c lb. for less.

PARIS GREEN
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 29½c.

PICKS
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE
¼ inch, $4.40; ⅜, $4.50; ½, $5.45; ¾, $6.70; 1, $9.90; 1¼, $11.80; 1½, $14.10; 2, $19; 2½, $34.65; 3, $45.

IRON PIPE
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 1½ inch, $9.65; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.80; 6 inch, $72.
Above prices on pipe under revision; advance will be about 5%. See weekly report.

PLASTER. Paris, per lb., $3.75.

PLATES, CANADA
Half polish, 6-7 inch, $4.00; 8 inch, $4.25; full polish, 6-7 inch, $5.00; 8 inch, $5.25; Black sheets, $4.65; 8 inch, $4.90. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. drums	3 25
25-lb. rions, per cwt.	3 50
1½-lb. tins	0 0[illegible]

RIVETS AND BURRS
Iron rivets, 55 per cent.; copper, No. 7, 42c lb.; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 49c.
Five-lb. assorted boxes, No. 8 gauge, 47c lb.; No. 10 gauge, 50c lb.
Copper Burrs, No. 7, 51c; No. 8, 52c; No. 9, 54c; No. 10, 56c; No. 12, 60c.

ROPE
Sisal, 12½c base; pure Manila, 17½c base; British Manila, 14½c base; lath yarn, 11¾c base; African hemp, 14½c base; cotton rope, 24c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). 37½ per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5; New Century, $6.50.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron round head, 80%; flat head, 85%; round head, brass, 60%; flat head, brass [illegible]%; coach, 60%.

SCYTHES Brush, $8.50. Grass $7.50 to $8.50.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	3 55
17-24 gauge	3 80
26 gauge	3 90
28 gauge	4 05

SHOVELS AND SPADES
Jones polished, $9.05 per doz. Fox ⅞ Olds, $7.70 per doz. Scoops, D-handled, "Black Cat. No. 2, $7.95; No. 4, $8.45; No. 5, $8.50; No. 6, $9; No. 8, $9.60; No. 10, $10.15.

SOLDER
Per pound, 29 to 30c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.15 at Fort William; $3.55 Winnipeg; galvanized staples, $3.50, Fort William; $3.90 Winnipeg.

STEEL
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast. octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS
10 and 12 gauge, $3.60; 14 and 16 gauge, $3.55; 17 to 24 gauge, $3.80; 26 gauge, $3.90; 28 gauge, $4.05.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off new list.

TACKS
Carpet, 85 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE
Per gal., barrel lots, 81c.

VISES
Peter Wright's solid box vises. 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 12c per lb.
Vitrol, blue stone, per lb., 7c.

WARES
Galvanized, heavy, 25, 12½%.

WASHERS
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD
5-ton lots, $10.80; small lots $11.50.

WIRE, BARB
Lyman 4 point, $3.10 f.o.b. Fort William, $3.35 Winnipeg; Glidden Cattle, 2 pt., $2.95 Fort William, $3.20 Winnipeg; Glidden Hog, $1.92 and $2.27; Baker 2 pt., $2.90 Fort William, $3.15 Winnipeg; nipeg, $3.05; Alberta Special, Winnipeg, $2.85; plain twist, per cwt., Fort William, $3.25; Winnipeg, $4.55; coil spring, No. 9, Fort William, $3.15; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3.35; Winnipeg, $3.75; No. 9, $3.40 Fort William, $3.70 Winnipeg. Plain galvanized, No. 12, $3.40 Fort William, $3.90 Winnipeg.
Patented screen, in 100-ft. rolls $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE, PLAIN.
$3.10.
Bale ties, 14 gauge, single loop $4.05 Winnipeg; $3.95 Fort William.
Brass snare wire, per lb., 45c

WIRE, ANNEALED
0-9, $3.30; 10, $3.36; 11, $3.32; 12, $3.50; 13, $3.60; 14, $3.70; 15, $3.85; 16, $4.

WIRE (STOVEPIPE)
18 and 19 gauge, 5¼c per lb.

WRINGERS
Royal Canadian, $38 per doz. Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Stephens

HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

You Can Never Tell a good battery by appearance

You've got to put them to the test to detect their real value.

"North Star" Dry Cells

have become the favorites of all who know—they have demonstrated their superior merits by their services.

THE WESTERN BATTERY FOR THE WESTERN NEED.

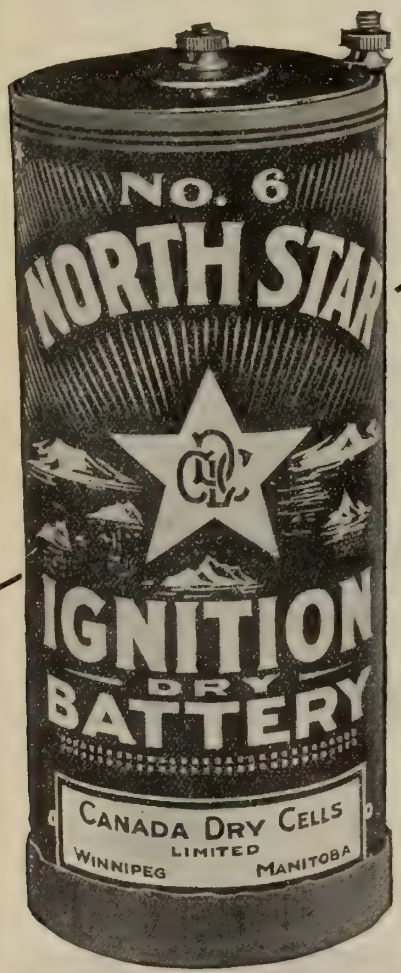
First sales invariably result in repeat orders.

Boost them now. Your jobber will supply you quickly.

Canada Dry Cells

Limited

WINNIPEG, MAN.



Step-Ladder Chairs

A strong and well-made chair that's easily and quickly changed into a convenient ladder.

Made of hardwood—natural finish.

THIS IS A LINE THAT BRINGS YOU A GOOD IM MEDIATE PROFIT and gives your customers the best of satisfaction.

We also manufacture a top-notch quality line of **LADDERS, BAKE, IRONING AND SLEEVE BOARDS, ETC.**

The Stratford Mfg. Co. Ltd.

STRATFORD, ONTARIO

R. BIRD & CO.

Crewkerne, England

Wholesale. Orders through merchants.

WEBBING

Manufacturers of

Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of **Chair, Tray, and Cocoa Binding Webs,** for Upholstery Purposes.

Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

How to Invest Money

By GEORGE GARR HENRY

One of the most useful and easy-to-read books ever written on the elementary principles of investment.

Will save the ordinary investor many mistakes. Price, prepaid, $1.00. Insure your capital by ordering this book at once from

TECHNICAL BOOK DEPARTMENT

MACLEAN PUBLISHING COMPANY, Limited

143-153 University Avenue, Toronto

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

Hardwaremen, sell your Skating Rink & J. & R. Rink Scraper. Cleans off snow, slush and water. Most first-class Rinks use them. Manufactured only by James & Reid, Perth, Ont. Eastern Representative for this line, Edward Roy, 77 St. Timothy St., Montreal, Que.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
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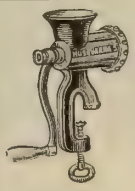

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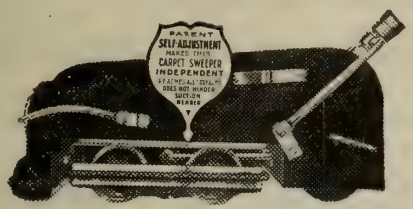

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L. S. Starrett Co., Athol, Mass.

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G. F. Stephens & Co., Winnipeg.

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Millers Falls Co., Millers Falls, Mass.

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Glass, Sheet and Figured.
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A. Ramsay & Son, Montreal.

Glass, Wired.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
A. Shaw & Son, London, Eng.

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W. B. Bate & Co., Toronto.
Henderson & Richardson, Montreal
G. F. Stephens & Co., Winnipeg.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Millers Falls Co., Millers Falls, Mass.
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The Carborundum Co.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Victor Saw Works, Hamilton, Ont.

Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
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Victor Saw Works, Hamilton, Ont.

Hack Saw Machines.
Victor Saw Works, Hamilton, Ont.

Hame Fasteners.
Imperial Mfg. Co., Welland, Ont.
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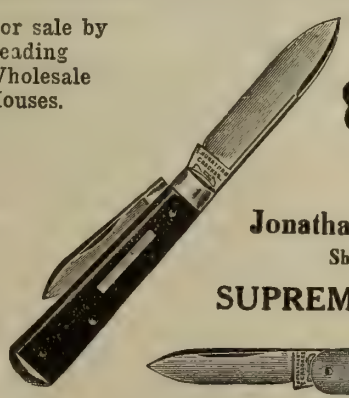

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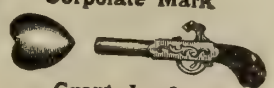

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Canadian Consolidated Rubber Co., Montreal.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Metallic Roofing Co., Ltd., Toronto Winnipeg.
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E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Simonds Canada Saw Co., Montreal

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Saw Specialties.
Victor Saw Works, Hamilton, Ont
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Walter Woods & Co., Hamilton.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

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Acme Shear Co., Bridgeport, Conn.
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Henry Rogers, Sons & Co., Ltd., Sheffield, Eng.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
O-Rib-O Mfg. Co., Winnipeg, Man.
Pedlar People, Ltd., Oshawa, Ont.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Irons.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Silo Roofs.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Silverware.
Canadian Wm. A. Rogers, Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Skis.
Walter Dean, Toronto.

Skylights.
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Sliding Door Hardware.
Beatty Bros., Ltd., Fergus, Ont.: Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Soap Holders.
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Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Spark Plugs.
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Sporting Goods.
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Walter Dean, Toronto.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers.
Collins Mfg. Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
W. B. Bate & Co., Toronto.
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stains, Wood.
A. Ramsay & Son, Co., Montreal.
Berry Bros., Walkerville, Ont.
G. F. Stephens & Co., Winnipeg.

Staples.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton. Ont.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.

Stoves, Sheet Iron.
Collins Mfg. Co., Toronto.

Stove Pipes.
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Ltd. Toronto.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Thimbles.
Collins Mfg. Co., Toronto.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Toasters.
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Toboggans.
Walter Dean, Toronto.

Tools.
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Millers Falls, Mass.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Sheffield, Eng.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes; See Paints.
W. B. Bate & Co., Toronto.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Vises.
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide.
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe.
National Machinery & Supply Co., Ltd., Hamilton.

Wall Plaster.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Waste Baskets.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
MacKenzie Bros., Winnipeg, Man.

Whisks
American Broom Works, St. Basile Que.
Boeckh Bros. Co., Toronto.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal
H. S. Howland, Sons & Co., Montreal
Lewis Bros., Ltd. Montreal.
Mackenzie Bros., Ltd., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Window Guards.
B. Greening Wire Co., Ltd. Hamilton.
Manitoba Bridge & Iron Wks., Ltd Winnipeg, Man.

Wire.
The British Aluminium Co., Ltd. London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Can., Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd Sydney.
B. Greening Wire Co., Ltd Hamilton.
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd. Hamilton.
Kuhne-Anderton Co., Port Hope, Ont

Wire, Bright Annealed.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Hutchins-Kilbourne Co., Buffalo, N.Y.

Wire Products.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney.
Hutchins-Kilbourne Co., Buffalo, N.Y

Wire Rope.
B. Greening Wire Co., Ltd. Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Woodenware.
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers.
American Wringer Co., New York.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Walter Woods & Co., Hamilton.

Russell Jennings Auger Bits

Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

Arctic Metal

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.

HAMILTON, ONT.

We hope that our many Customers and Friends will have a joyful Christmas and that health and prosperity may come to each in 1916.

W. B. BATE & CO.

TORONTO

Dreadnought Brand British Paint Specialties.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

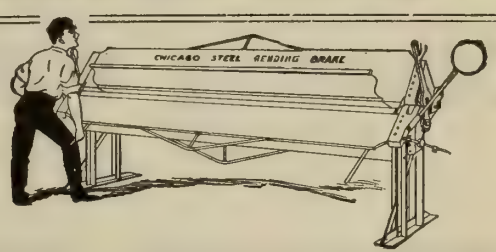
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia

London, Eng.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

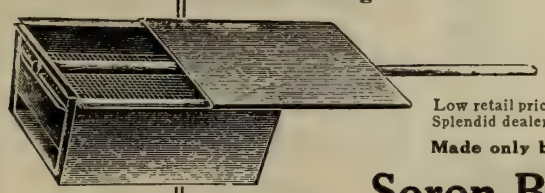
Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

The "Daisy" Makes Quick Sales

This is a strong, reliable sifter. Positively dustless and very easy to handle. Slight shaking separates ashes from valuable unburnt coal into lower compartment. Ashes and coal removed without soiling the clothes.



Low retail price.
Splendid dealers' profit.

Made only by

Soren Bros.

545 King St. W., Toronto, Canada

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

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COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

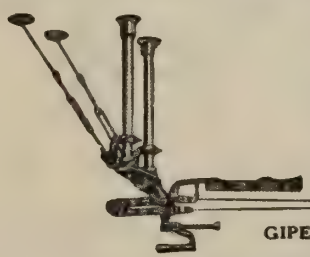
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



FACTS

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

A STRAIGHT TALK FROM THE MANAGER

No. 26

"The Royal Road to Ideas"

"BUSINESS is exceptionally good this Fall," writes a subscriber from a town in Wellington County. Then, this condition is partly accounted for by his next sentence: "Under separate cover, we are sending you our local paper, containing our Christmas advertisement. We would like your opinion of it."

The hardware merchant who advertises, and shows a real interest in his advertising, should be getting "exceptionally good business" just now, especially if a good part of his trade is with farmers. His customers and prospects are in a position to satisfy all their needs, and, consequently, are in the proper mood to be influenced by good advertising.

* * *

Right here, you will be likely to say: "It is all very well for you to talk about writing good advertisements, when you, yourself, are living in an atmosphere of advertising. Perhaps you would realize the difficulties I am up against when I sit down to write an ad., if you were a retail hardware merchant yourself and had the thousand and one different things to look after that I have."

See here, don't you ever believe that I think it an easy thing to write a good advertisement. On the contrary, I know that many a hardwareman finds it a most exhausting thing to turn out a trade-pulling advertisement. That is why so many of them call up the newspaper man just before his paper goes to press, and tell him to run the same ad. over again. First thing they know, they are advertising refrigerators in December. Yes, I saw an ad. just like that a few days ago, when I was looking over a copy of the afternoon paper, in a city of 14,000. And the dealer who perpetrated it, is generally wide awake, at that.

* * *

But what I started out to tell you, was that there is an easy way of catching the idea which must come before a successful advertisement can be written. And Hardware and Metal furnishes the solution of that difficulty as it does of so many other troubles of Canadian hardwaremen.

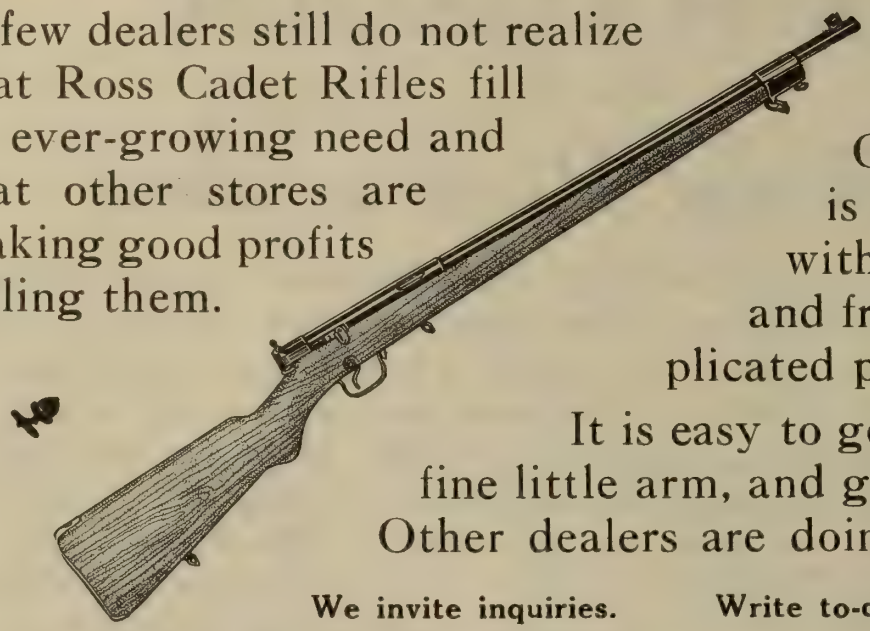
There's no great trick about it. Just sit down for a solid half hour with pad and pencil beside you, and look through the advertising pages of Hardware and Metal. Every time you come across the advertisement of an article you wish to push, jot down the talking points given in the advertisement. Nearly every page in the advertising section will give you some strong points for your own copy, and, the first thing you know, you will have enough ideas for a dozen good ads.

Of course you should use cuts. But here again Hardware and Metal can help you, with its Electro Service. Drop a line to the Editor, and he will tell you all about it.

J. G. L.

Don't Put It Off To 1916

A few dealers still do not realize that Ross Cadet Rifles fill an ever-growing need and that other stores are making good profits selling them.

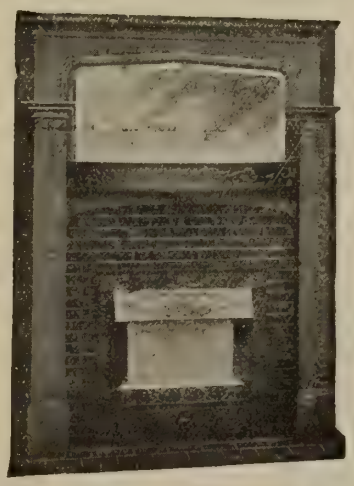


The Ross Cadet is an ideal .22 Calibre Rifle. It is accurate, fitted with excellent sights and free from all complicated parts.

It is easy to get $12.00 for this fine little arm, and get it fairly often. Other dealers are doing it every day.

We invite inquiries. Write to-day for particulars.

Ross Rifle Company - Quebec



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

A Man's RAZOR

Canadian Agents :

Saunders & Wainwright

204 St. Nicholas Bldg.
MONTREAL, Que.

Just the thing for the Traveller, No Blade Expense, Guaranteed for Life

Ask for Samples.

A Safe RAZOR

Geneva Cutlery Co.

GENEVA, N.Y.
U. S. A.

"Hoyt Frost King"

A SALES INCREASER

Babbitt

Once tried it is always used, because it makes a cool, non-friction and lasting bearing, and stands up under exceptionally hard duty.

ORDER FROM YOUR JOBBER.

OUR ANNUAL SALES ARE OVER $5,000,000.

Hoyt Metal Company, Toronto, Ontario

FACTORY AND OFFICE: Eastern Avenue and Lewis Street

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

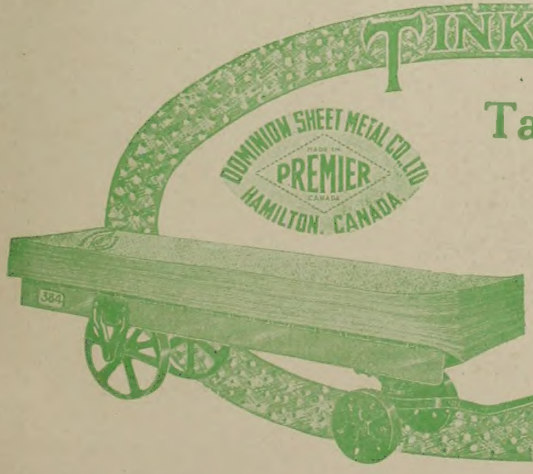
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO OUR CUSTOMER FRIENDS:

We hope that all joy will be yours in this Christmas season and that health, happiness and prosperity may be your portion in 1916.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Thirty

Say, Brother! You'll enjoy your own Christmas Cheer better thinking about the two hundred or more good dinners made possible by "PREMIER" GALVANIZED STEEL SHEETS being made right here in Canada. On their behalf and our own we thank you, and hope it will be a glad day for you, too.

TINKER TOM.

Look for Talk No. Thirty-one next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

80-T

Increased Sales!

Every Hardware Dealer should carry

McKINNON Electric-Welded Anti-Skids

SMALL INVESTMENT - QUICK SALES - GOOD PROFITS

Made and sold in two grades, as specified below

McKinnon Brand

Electric-Welded Cross Chain, case hardened and coppered.

Rust-proof rim chain.

Atlas style connections.

Imperial Brand

Electric-Welded Cross Chain, soft and polished.

Rust-proof rim chain.

Atlas style connections.

Jobbers—Write for proposition

MADE IN CANADA **FULLY GUARANTEED**

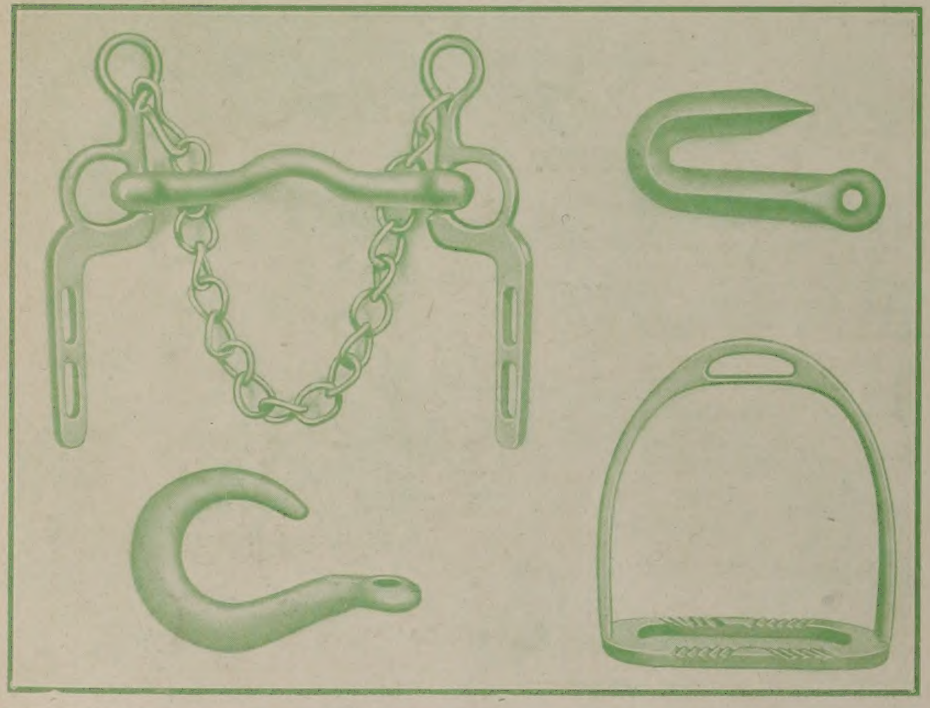
By

McKinnon Chain Company

ST. CATHARINES, ONT.

GUARANTEED FORGINGS

High-Grade Goods that satisfy particular buyers



We can fill your orders promptly with dependable goods that you will be proud to offer your trade — goods that your customers call for almost every day. Let us quote you on any kind of Forgings you may need. Our prices are low for quality goods.

McKINNON DASH COMPANY

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